

Basement
Stacks

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 90

MARCH 17, 1934

Number 11

For Lard, Shortening and Hydrogenated Oils

The E-Z SEAL BARREL

WITH FULL REMOVABLE HEAD

SANITARY-LINED — CONVENIENT — DURABLE



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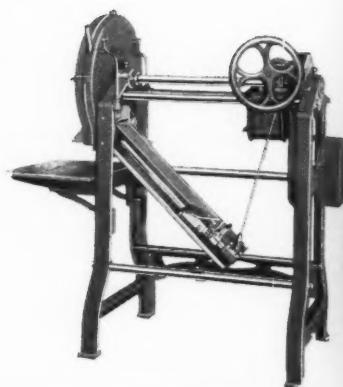
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27

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CONTAINERS FOR GASES, LIQUIDS AND SOLIDS

THE NATIONAL PROVISIONER, Vol. 90, No. 11. Published every Saturday by The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill. Entered as second class matter, Oct. 8, 1919, at the post office at Chicago, Ill., under act of March 3, 1879. Subscription Price: United States, \$3.00; Canada, \$6.50, including duty. All foreign countries in Postal Union, \$5.00.



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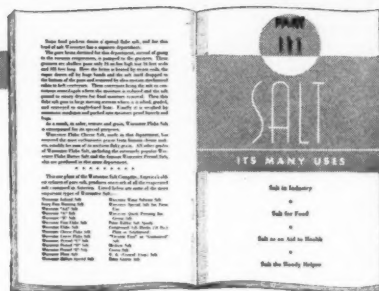
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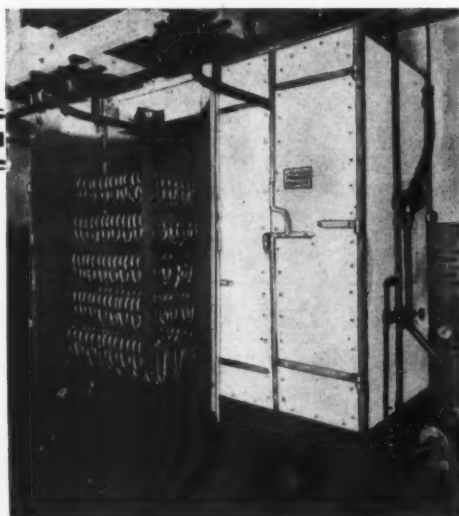
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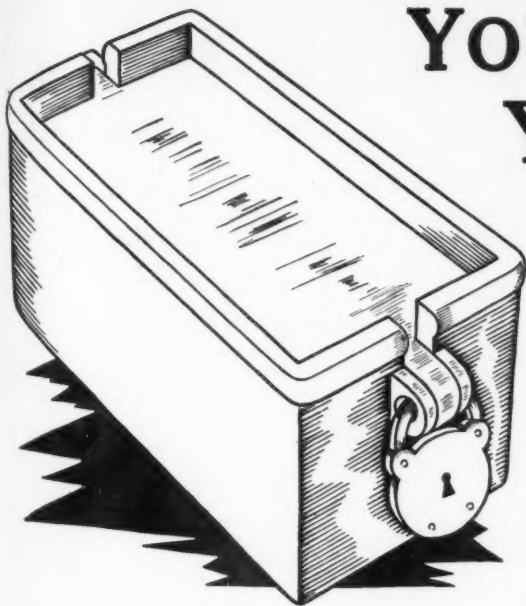
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*But a ham being
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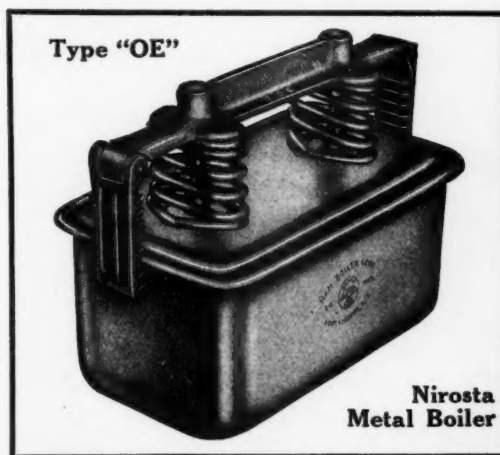
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Week ending March 17, 1934

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**Fig. 1310-"HALLOWELL"
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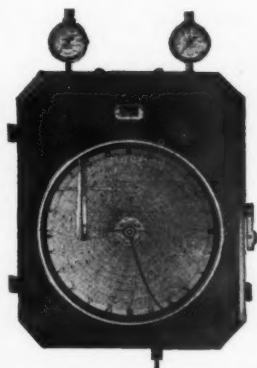
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A new sensitivity control

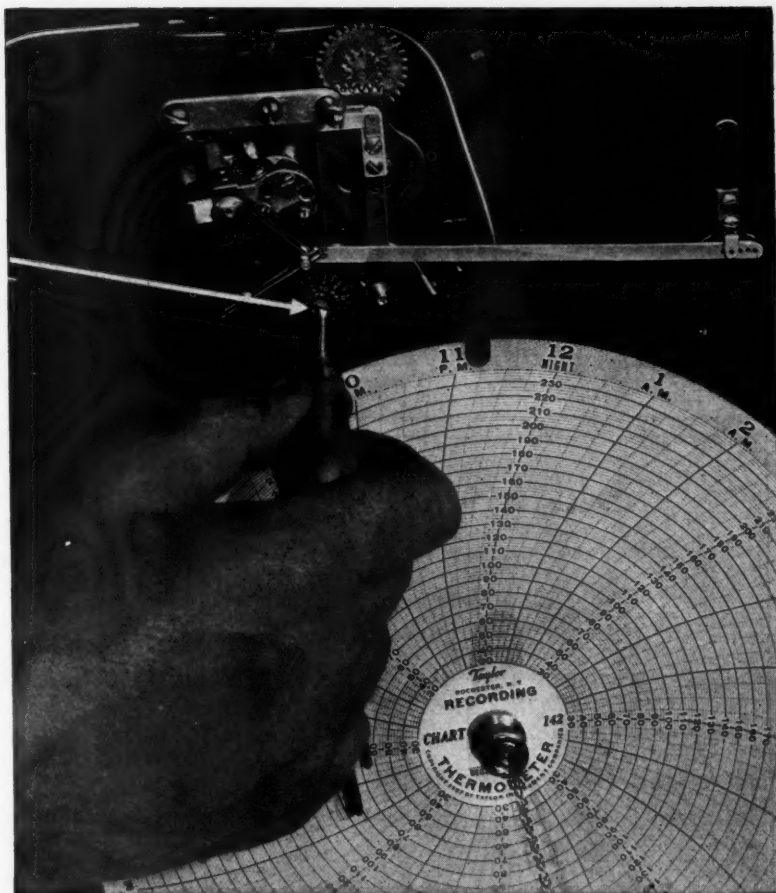
Provides quick, accurate adjustment for every time lag...gives highest possible sensitivity without valve "hunting" action.



Taylor "Fulscope" Regulator, shown here, makes it possible to obtain the *one best sensitivity* for each apparatus under control.

A MAJOR difficulty in the solution of control problems has been overcome. Taylor engineers have found a way to *exactly* match the unit sensitivity of a regulator with the time lag and heat capacity of the process involved.

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New Precision and Adaptability. The turn of a screw driver in this graduated dial "Universal Sensitivity Adjuster" gives you steady throttling, on-and-off action—any character of control desired. Its full range covers *extremely high* (A... B... C... D) to *very low* (I... J... K... L) sensitivity values.

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- Full length flexible pen arm gives more uniform pressure between chart and pen—new type micrometer screw adjustment.

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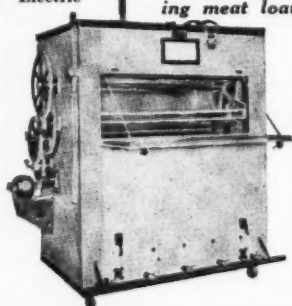


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*will produce well baked, attractive looking
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Designed for greater operating
economy and highest baking
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64 6-lb. loaves. Has 3
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THE NATIONAL Provisioner

THE MAGAZINE OF THE
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 90. No. 11

MARCH 17, 1934

Chicago and New York

Containers in Meat and Fat Distribution

Packers' Practices in the Use of Steel Barrels and Drums in Plant and for Product Deliveries

METAL barrels and drums are among the newer type containers for shipping and storage of meats and meat products and for general plant use.

They are available in plain and galvanized iron, aluminum and stainless steel, and in a wide variety of types and designs, with and without removable heads.

How do these containers fit into the meat distribution picture?

How are they being used in the plant for storing and handling products?

What are their advantages and disadvantages?

These are some of the questions being asked by packers who investigate every device that offers a possibility of reducing costs, getting products to customers in better condition, or simplifying processing.

One Chicago packer is using metal drums as delivery containers for all barrelled lard handled from the plant on truck shipments. These are of black iron with straight sides and removable heads. The drums are billed to the customer and credit given when they are returned.

Why One Packer Uses Them.

Factors influencing him in the choice of this container for lard shipments included:

- 1.—Lower packaging cost per order.
- 2.—Completeness with which the customer can remove the lard from the drum.
- 3.—Less possibility of damage to contents through container breakage.

4.—Ease with which the metal drum can be made clean and sanitary for reuse.

The wood barrel of equal capacity cost at least 25c, this packer estimates, cost varying somewhat depending on resale value. The metal drum costs not over 2 or 3c, perhaps less, per delivery, depending on number of trips the barrel makes before it has to be discarded.

This packer has not yet determined the life of a steel barrel for lard distribution, because those he bought four years ago are still in service.

Another Chicago packer is using metal drums with a capacity of 1,000

lbs. for local lard deliveries and to out-of-town customers served by motor trucks. These are of black iron, with straight sides and removable heads. Drums are billed to the customer, who is credited with the billed price when the drum is returned.

Lard Container Costs Reduced.

Lower cost was the principal reason this packer adopted the metal drum for lard distributed in trucks. In this case, however, a credit of 25c per trip was made against the purchase price of each drum until the first cost had been returned. With the drums paid for, this packer figures, the package costs him nothing for the remainder of the time it is in service.

Use of the metal drum by this second packer was begun three years ago, and there have been few replacements.

Drums discarded were those damaged by permitting them to drop from trucks to pavement. A bad dent will often hasten formation of rust, this packer found, making it necessary to discard the container. Metal drums will last longer, this packer thinks, if care is used in unloading them and if they are kept in constant use. It is his practice to clean drums just before they are reused. Cleaning and then storing for considerable periods before reuse hastens rust formation, he has found.

Metal containers are not yet being used extensively for freight shipments of lard, although there are no apparent reasons why they would not be economical.

Some packers have not only found the metal container more economical than

Uses for Metal Barrels

Metal barrels and drums are finding use in the meat packing plant—

- 1.—As shipping containers for
 - a.—Lard.
 - b.—Compound.
 - c.—Edible oils.
- 2.—For transportation between departments of
 - a.—Fats.
 - b.—Cut meats.
 - c.—Edible offal.
- 3.—For storage in plant coolers of
 - a.—Meats.
 - b.—Fats.
 - c.—Lard, compound and edible oils.

wood barrels when shipping by freight, but also of some value as a good will builder. In one case salesmen have been instructed to use the fact that metal barrels and drums are used for lard shipments to emphasize the care taken to get a high-class product to customers in the best possible condition.

In practically every case packers using metal barrels and drums for freight shipment bill the customer for the container and credit him when containers are returned. The effort necessary to keep track of large numbers of these barrels sent out seems to be the one reason packers have not adopted these containers more generally. However, with the proper system this is not an expensive operation.

For Compound and Edible Oils.

As in the case with lard, more packers are turning to the metal barrel and drum for truck deliveries of compound and edible oils. The ability to reuse this container and the saving made per shipment by its use is the reason most often given for its adoption in this service.

Most packers follow the general practice of billing the customer for the container and crediting him when the barrel or drum is returned. One packer has adopted the practice, perhaps temporarily, of making no charge for the container.

In bakeries, it is felt, where there is a need for containers for bulk materials, the offer of the drum free is a considerable inducement to buy the compound. These drums have a capacity of 1,000 lbs. of product. They are built with straight sides and heads easily and quickly removed, yet fitting leak-tight.

Use of the metal barrel for edible oil shipments is growing.

Reasons given are:

- 1.—Strength and tightness, reducing loss through damage to container and leakage.
- 2.—Ease of filling and emptying.
- 3.—Ease of cleaning.
- 4.—Reduced cost if package is returned.
- 5.—Customer good will and probability of product arriving at destination in better condition.

For local truck shipments metal barrels and drums are being used for edible oils in the same manner as for lard and compounds.

Barrels for Meat Deliveries.

Few packers are as yet using metal barrel for meat deliveries to retail customers. One packer has adopted them for meat deliveries from plant to nearby branch houses.



CONTAINER FOR EDIBLE OILS.

Metal barrels with solid ends are used in the meat plant principally as shipping containers for edible oils. Development of the market for second-hand metal barrels is expected to increase the use of this container by meat plants.

The barrels are lined with paper before the meats are packed. When the meats are removed at the branch house the barrels are sent back to the plant. No system for keeping track of the barrels has been set up other than a memorandum made by the plant shipping clerk.

This plant is now using a large number of these containers in this service, and would use more were it not for the necessity of the branch house to have some slack barrels in which to pack product to be delivered to retailers.

Many of the metal barrels in this service have been in use four years and apparently are good for at least an additional four years. The saving over this period of course has been considerable, averaging at least 3 or 4c per shipment, although no record has been kept by which accurate costs per shipment could be determined.

In this estimate the cost and resale value of slack barrels has been taken into consideration as well as the labor and transportation expense of returning the barrel to the plant.

For Use in the Plant.

One packer is finding the steel barrel a money-saver as a container for products to be transported between departments in the plant. They are used in this service particularly for fats, cut meats and edible offal. The ease with

which they can be kept clean and their long life are their chief operating advantages.

This packer experimented first with plain iron barrels. These soon were discarded for galvanized barrels, the latter standing up better under the corrosive action of brines and meat juices. When the life of these galvanized barrels has been determined this packer may experiment further with aluminum and stainless steel barrels to find just which is the cheapest to use, first cost and useful life considered.

In this plant the inclination is to favor the straight-side barrel for interdepartmental product transportation. However, this packer thinks the bilge side would serve just as well, perhaps better, if the containers were moved from place to place by rolling rather than on trucks.

Meats and fats from the cutting departments, hams and bellies from the curing department, livers and tongues from the killing floors, killing fats, etc., are handled in these steel barrels, as well as other products that have to be transported from one point to another.

In some cases low four-wheel trucks are used to move the barrels, and in others two-wheel hand trucks. Lift trucks could be used to good advantage when loads are heavy and several barrels of product are to be moved.

Advantages in Handling.

One advantage in using barrels, this packer thinks, is the ease and convenience with which product can be handled and the smaller capital required in interdepartmental transportation needs.

Barrels occupy less floor space than some similar containers of an equal carrying capacity, and are therefore



FOR LARD AND COMPOUND.

This is a type of straight side metal barrel with removable top used by packers in processing departments and as a shipping container for lard and compound. It has also been used to a limited extent as a container for meat cuts in transit from plant to nearby branch houses. The cover is fitted with a rubber gasket and is clamped firmly in place with a sealing ring and lever. This barrel is a product of Wilson & Bennett Mfg. Co., Chicago.

useful in departments where floor space is limited. This advantage, he thinks, offsets the greater inconvenience of unloading product from these deeper containers.

At present he is using barrels of only one size. Several different sizes, to be used as product transportation needs required, would add to the convenience and flexibility of this method of moving meats, and might reduce first cost and labor expense.

Use in the Coolers.

The metal barrel is said to offer advantages as a container for products in storage. Important among these is the high conductivity of metal, an important factor in reducing the time necessary to bring down the temperature of products in the cooler.

Non-corrosive metals seem to be preferred for this service. With the proper care, it is believed, barrels and drums of heavy aluminum or stainless steel would last indefinitely.

That the metal barrel and drum is not being used more generally appears to be due largely to the fact that packers have not investigated their possibilities carefully, and attempted to determine where they may replace containers now in use.

One interesting angle is that packers who discussed the cost of using the steel barrel seldom took into account the cost of recovering wood containers. This is an expense which necessarily must be considered when studying steel barrel possibilities.

Difficulties to Be Overcome.

One handicap in the minds of some packers to the more extended use of the metal barrels as a shipping container is the difficulty of securing their return, and the office set-up necessary to keep track of them.

Customers sometimes retain these containers for their own use, making it



SAUSAGE ROOM SANITATION AND ECONOMY.

Problems of cleaning, sometimes of eliminating contamination, are simplified when metal barrels replace those of wood in processing departments. This sausage room employs the old method and uses wood barrels.

difficult to maintain a check on plant supplies and necessitating a larger steel barrel inventory than necessary.

Some packers express the opinion, however, that the added protection the steel barrel gives to products justifies its use, and that with a more general market for the used empty container the use of steel barrels for freight shipments will widen, because of the better condition of the steel barrel for reuse compared to other containers.

In some instances packers have sold product at a higher price per pound when delivered in metal barrels. In most of these cases, however, the containers were not returnable. These packers found that when the saturation point was reached—when customers had enough steel barrels for their own use—the demand was for product in wood barrels.

This condition would not be true, it is believed, with a better market for second-hand steel barrels or with a barrel-returnable method of operation.

This is the first of a series of articles on packaging developments in the meat packing plant. Another will appear in an early issue.

FOURTH PACKAGING EXPOSITION.

The story of packaging from the raw material state of any package to its delivery to the consumer was unfolded in a series of conferences, clinics and displays held in connection with the fourth Packaging, Packing and Shipping Exposition in New York City, March 13 to 16 inclusive, under the auspices of the American Management Association.

All of the intermittent stages of package development—its design, promotion, re-design, preparation for shipment, and even the effects upon it of government regulation—were dealt with.

Packaging conferences and clinics were held on four days. There were more than 70 exhibits of packages, packaging materials, packaging machinery, etc. Among the subjects considered on the program were the following:

Value of special studies in Packing and Shipping, C. M. Bonnell, jr.; Loading for Transportation, Edward Dahill, American Railway Association; New Developments in the Packing and Shipping Field, J. R. Watkins, Brunt & Co.; The Copeland Bill, Dr. L. V. Burton; From Letterhead to Freight Car, Arthur S. Allen, colorist; Meeting the Government and the Competitor Half Way, Prof. Paul N. Nystrom, professor of Marketing, Columbia University; The New Deal Consumer, Dr. Robert S. Lynd, Columbia University; The Changed Outlook for Advertising Under the New Deal, Kenneth Collins, assistant to the president, Gimbel Bros.

MILLIONS TO COTTON FARMERS.

Nearly 98 million dollars had been paid by the Commodity Credit Corporation to cotton producers up to March 6, it was announced recently by the Agricultural Adjustment Administration. This included direct commodity loans on cotton at the rate of 10c per pound and 4c per pound advances on option cotton. Of this amount more than 60 million represents loans on warehoused cotton.

Officials estimate that an additional \$60,000,000 has been advanced to farmers on warehoused cotton by non-governmental lending agencies under the assurance that paper thus acquired will be purchased at par, plus accrued 4 per cent interest, by the CCC on demand.

Cotton reduction pledges made to the AAA total over 15,000,000 acres, the goal which the administration had set for the 1934 campaign. This is an average reduction of 38.25 per cent of the total base acreage planted to cotton.



WITHSTANDS HARD USAGE.

This type of barrel is popular with many packers. More metal barrels are damaged by dropping them from trucks to pavement than by any other one cause. One packer has used metal barrels for lard shipments for four years without any replacements. The barrel shown here is manufactured by the Pressed Steel Tank Co., Milwaukee, Wis.

Meat Operations Speeded Up in Cooler-Processing Building

MODERN meat plant design has been very definitely toward compactness of layout, and an arrangement of departments that will permit moving product through various processing operations with most convenience and least loss of time.

This trend is noticeable in cooler buildings erected in recent years. In these are combined under one roof not only coolers and freezers, but also some of the departments in which processing is done under refrigeration.

In some of the larger of these new cooler buildings all operations under refrigeration, including curing, are provided for. Coolers, freezers, curing cellars and processing rooms are so planned that the greatest speed in handling is secured.

Layout Speeds Up Processing.

Economy in processing is one aim sought in these newer buildings, but other advantages aiding in production of meats of better quality are secured.

Among these are less handling, less exposure of product to other than cooler temperatures, and a saving in time—all contributing to lessen damage and deterioration.

While these buildings continue to be referred to as "cooler buildings" they are in fact combination processing and cooler structures.

On the hog side in the larger plants

they house some, if not all, of the operations after slaughtering and dressing, and before smoking. In most cases they have been located in respect to other buildings, so that after curing the transfer of product from operation to operation may be done conveniently and cheaply.

One of the notable combination cooler and processing buildings placed in service recently is that at John Morrell & Co.'s plant at Ottumwa, Ia. This covers a ground area of 146 ft. by 125 ft. and is six stories high. It houses the cutting room (one of the most up-to-date in the country), trimming room, grading room, sharp freezers, storage freezers, and S. P. curing coolers. Chutes and elevators connect the various floors.

With such an arrangement speed in handling and economy in transporting product from one department to another can be developed to a maximum.

As will be seen, from the accompanying illustration the exterior of the building presents a very pleasing appearance. Walls are of brick and the trim of cut stone.

At one end of the building are two elevators and a stairway connecting all floors. The hog cutting room is located on the sixth or top floor, carcasses being received from the hog cooler in an adjoining building.

This hog cutting room occupies about one-half of the sixth floor area of the building, the remainder being an open deck on which curing vats are sunned and aired after being washed in the vat-washing room adjoining the cutting room. Vats are brought to the washing room from the curing coolers on the lower floors by the elevators.

Hog Cutting on Top Floor.

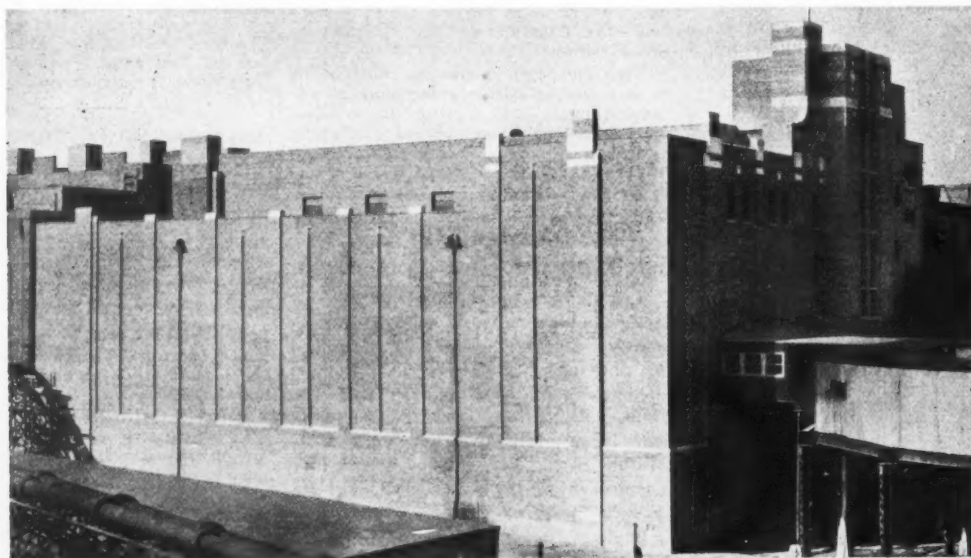
Cuts and trimmings made on the sixth floor are sent directly to the trimming room on the fifth floor, and the grading room on the fourth floor, through straight and spiral stainless steel chutes. (A detailed description of these cutting, trimming and grading rooms appeared in the November 18 issue of THE NATIONAL PROVISIONER.)

The trimming room on the fifth floor occupies approximately one-half of the floor area, the remaining space being occupied by a sharp freezer and a holding freezer. Two doors connect the trimming room with the freezer. Entrance to the former room is gained through a vestibule insulated from the trimming room.

To and From Freezers.

From the trimming room, therefore, trimmings need to be moved but a short distance to the freezer, or they may be taken on trucks directly to the sausage department. Trimming room has glazed tiled walls and brick floor. A temperature of 50 degs. Fahr. is maintained with unit coolers. Insulation consists of 2 in. of cork.

Outside walls of the sharp freezer are insulated with 8 in. of cork. Six inches of cork are used in the partition be-



MODERN PLANT BRINGS COOLING AND PROCESSING CLOSE TOGETHER.

New cooler building of John Morrell & Co., Ottumwa, Ia., houses cutting room on the top floor, trimming room, grading room, S. P. curing coolers, sharp freezers and storage holding freezers. Cutting room occupies about one-half the sixth floor area, the remainder (shown in the illustration), consisting of an open deck on which curing vats are sunned. Advantage is taken of gravity in so far as is possible to move the various products from one department to another.



CURING COOLERS ADJOIN STORAGE COOLERS.

S. P. curing coolers are installed on three floors of the Morrell cooler building, adjoining two of which are storage freezers. Curing vats are washed in the vat washing room, sixth floor, and sunned on an open deck adjoining the cutting room.

tween the freezer and the trimming room. Walls of the freezer are plastered and the floor is of concrete, in which are laid brick trucking aisles.

A sharp freezer and a holding freezer also adjoin the grading room on the fourth floor.

Cuts to be sold fresh go either to the shipping room or to the fresh pork cooler in an adjoining building. Cuts to be stored for curing either move into the freezer adjoining or are sent through chutes directly to a curing cooler on a lower floor.

Construction details of the grading room are similar to the trimming room on the floor above—brick floor and glazed tile walls. A temperature of 40 degs. Fahr. is maintained with unit coolers.

Storage Adjoins Curing Cooler.

The sharp freezer on this floor is of the same size and construction as the freezer on the floor above. Eight inches of cork are in the outside walls and 6 in. in the partition between freezer and grading room. This room also has a concrete floor and brick trucking aisles. A temperature of from -10 to zero Fahr. is maintained in this freezer and the one on the floor above.

Third floor is given over to an S. P. curing cooler and a storage freezer. Elevators connect these with the green grading room and the storage freezer on the floor above. A concrete floor with brick trucking aisles is laid in the freezer. Floor in the curing cooler is of brick. All walls are plastered. The curing cooler is insulated with 4 in. of cork and the storage freezer with 6 in. A temperature of -10 to zero Fahr. is

maintained in the latter room. Three doors connect the curing cooler with the storage freezer.

Layout of the second floor is similar to the third. Construction details are the same as in the curing cooler and holding freezer on the floor above. The first floor is given over entirely to a curing cooler.

Advantages of a layout of this kind are readily apparent. Cuts move by gravity from cutting floor to grading room and from there by elevators to freezers and curing coolers, with very little expense for transportation and in a minimum of time.



ONE OF THE SHARP FREEZERS.

A freezer of this type adjoins the Morrell trimming and grading rooms. Floors are of concrete with brick trucking aisles. These rooms are insulated with 8 in. of cork on the outside walls and 6 in. of cork on partition walls.

The building is of brick, concrete and steel construction and fireproof throughout. It was designed by H. Peter Henschien, packinghouse engineer and architect, Chicago.

STUDY DIRECT MARKETING.

Federal economists are studying the direct marketing of hogs to ascertain the influence of this type of marketing on returns to growers. A comprehensive investigation has been organized by Nils A. Olsen, chief of the Bureau of Agricultural Economics, at the request of Secretary of Agriculture Henry A. Wallace.

Analyses are being made of prices paid, methods of sorting, grading, and weighing at concentration yards and interior and terminal packing plants throughout the hog-producing areas of the country. This is for the purpose of ascertaining the relationship between hog prices at the different interior points and at terminal markets, the effect of different methods of marketing, and other matters related to direct marketing.

Information is being gathered on terminal marketing practices and on costs of selling hogs at representative public stockyards, these practices and costs are being compared with those in selling hogs direct. Information already gathered by the bureau on various phases of livestock marketing is being utilized, and investigators will inquire from producers their reasons for their choice of marketing methods.

The bureau's marketing specialists are in touch with all interested groups—producers, packers, market buyers, commission men, and all others who have facts bearing on the problem.

"The bureau's livestock economists have been studying some of these ques-

tions for some time, but the present broad investigation goes much more deeply into the subject," Mr. Olsen said. "We intend to make it sufficiently comprehensive to yield a basis for sound and satisfactory conclusions."

The growth of direct marketing has been fostered by many factors, including the expansion of corn and hog production in the northwestern Corn Belt, the increase in the volume of hog slaughter by those packers in this area who have always made a practice of buying direct, the acquisition and operation of certain plants in this area by some of the large packers who also operate at the public markets, and the improvement of public highways and the increased use of motor trucks for hauling livestock. These important changes in the livestock marketing field have made it necessary to go thoroughly into the matter from all angles, Mr. Olsen says.

MARKET REGULATION PLANNED.

Hearings were held in Washington this week by the Senate committee on agriculture on the Capper bill to extend and tighten federal regulation of live stock markets. The bill, introduced by Senator Arthur Capper of Kansas, would prevent direct selling in stockyards and would set up a system of publicly controlled markets. M. K. Carnes, general manager of the Central Cooperative Marketing Association, urged the restriction of direct selling in rural areas, as did W. G. Kraschel, lieutenant governor of Iowa, and others.

HOG CONTRACTS FOR ONE YEAR.

Corn-hog production adjustment contracts now being signed by farmers are only of one year duration and do not apply to the 1935 or later cropping seasons. This was explained recently by Dr. A. G. Black, chief of the corn-hog section of the AAA. The statement was made with reference to a misunderstanding among producers in some sections that the contract is arbitrary and can be extended through several years at the will of the Secretary of Agriculture.

"This is not the case," Dr. Black said. "The 1934 contract calls only for a reduction by individual signers of 25 per cent in hog production and of at least 20 per cent in corn production during the one-year-period, December 1, 1933, to December 1, 1934. Certain other limitations as to total acreage of crops planted for harvest, production of basic commodities other than corn and hogs, and of total acreage of feed crops other than corn and hay, are imposed for the 1934 season only to insure that the outcome of the corn-hog program will be a net decrease in agricultural output as well as a reduction in corn and hog production."

"This is not to say, however, that the 1934 corn-hog contract will solve all our problems for the years ahead. It seems probable that some kind of program will be necessary for 1935 and possibly 1936. For the moment of course, the big job is to finish preparations to carry out the 1934 program. Suggestions for possible plans next year may come later."

More than 600,000 farmers have

Recent Processing Tax Rulings

QUESTIONS have arisen from time to time among packers as to the application of the processing tax to casings, whether or not the tax on piggy sows and stags should be as high as that on good butcher hogs and just what, if any, allowance could be made on condemned parts. Rulings on these points, also as to the application of the floor stock tax on cotton goods in the hands of packers at the time the tax on these commodities went into effect August 1, 1933, have been obtained by the Institute of American Meat Packers.

Casings Subject to Tax.

Casings are subject to the tax. Some time ago the Bureau of Internal Revenue ruled that casings should be classed as edible offal, and as such should be subject to floor stocks taxes, compensating taxes on imports, and drawbacks on exports. As no conversion factors on casings were included by the Department of Agriculture this ruling was protested. However, the AAA has advised that "there is no present reason for excluding casings from the operation of the pertinent provisions of the act."

The amount of the tax is the same as that applying to edible offal which takes a conversion factor of 22c per hundredweight on the basis of a \$1.00 tax. On floor stocks on hand at the time the tax became effective it would be 11c per hundredweight, and on the basis of the current tax it is 49c per hundredweight.

In the case of condemned parts, the administration has ruled that since condemned hogs are exempted from the processing tax, it is logical to exempt condemned parts. The AAA has indi-

cated that it would recommend that the regulations be amended "to exclude from the operation of the processing tax on hogs all parts of hogs condemned by an authorized federal, state, county or municipal inspector as being wholly unfit for human food."

Tax on Piggy Sows and Stags Remains.

The Administration ruled against any change in the processing tax on piggy sows and stags. The Institute suggested that in view of the relatively low market value of piggy sows and stags, it might be desirable to reduce the amount of the processing taxes applicable to these classes of hogs to the extent of any commercial dockage allowances in connection with their purchase. The Department of Agriculture considered the suggestion but declined to adopt it.

Use of the green weight conversion factor, where the actual gain or shrinkage from green weight could be proved to be substantially more or less than the amount represented by the specific conversion factors, was refused, on the grounds that it would be too difficult to establish the facts in each case.

Questions have been raised from time to time regarding the taxability of various items of packinghouse supplies containing cotton. A floor stocks tax on cotton goods became effective August 1, 1933. It has been ruled that any cotton goods items held by packers for "sale or other disposition" were subject to tax, but that items of which the packer is the "ultimate consumer" do not fall in this classification. Under this ruling the packer became subject to a tax on cotton bags, shrouds, liners, etc., when not already filled or used in wrapping prior to the effective date of the tax. No tax applied, however, on items such as truck covers, frocks, ham boiling cloth, cotton duck used for oil filtration, etc.

signed the corn-hog reduction contracts, according to most recent reports from the AAA. Farmers in states outside the major corn and hog producing areas are now signing corn-hog adjustment contracts in increasing numbers, the administration reports.

FSRC WILL BUY MORE MEAT.

Hog buying under Schedule 39 will be resumed on March 19, packers holding contracts being notified to buy up to 50 per cent of their quota. This will amount to approximately 7,600 hogs daily. The period covered by Schedule 39 has been extended to March 30 by the Federal Surplus Relief Corporation.

In view of the need for additional product for relief purposes, it is likely that more commercial cuts will be purchased. An invitation to submit bids will probably be issued in the near future. Cuts purchased under this new schedule will be used along with the pork produced under Schedule 39 for April pork distribution requirements of the relief corporation.

Consideration is being given by the

government to asking for bids on the production of additional Wiltshires from hogs purchased in April, the product to be delivered in May.

Additional bids on lard and sausage have been requested, these products to be delivered to Puerto Rico. Awards will cover 650,000 lbs. of lard and 128,000 lbs. of Holsteiner or farmer sausage. These will be made under Schedule 47, on bids opened March 26.

INCREASE CATTLE BENEFITS.

Increased appropriations for the benefit of the cattle industry were made by the United States Senate in passing the so-called "Jones bill" amending the Agricultural Adjustment Act. The bill already had passed the House but the Senate amended it to increase benefit payments to the dairy and cattle industry from \$200,000,000 to \$350,000,000. Peanuts, rye, flax, barley and green sorghum, as well as cattle products, would be added to the list of basic agricultural commodities under the provisions of the Senate bill. A joint conference on the amendments has been requested.

Swift Internacional Shows Profitable Year

OPERATIONS of Swift Internacional for the year ended December 31, 1933, resulted in a net profit of \$6,123,055.40 in Argentine gold, according to the annual financial report issued this week. This compares with a profit of \$5,818,567.72 in the previous year. Current assets are listed at \$43,787,286.19 and current liabilities at \$4,922,282.60. After dividends, including those on shares acquired for resale, surplus amounted to \$17,486,860.08.

Inventories of the company at the close of the year were normal and were priced at cost or market, whichever was lower, or at the market where costs were not ascertainable. The report points out that substantial investments have been carried in high-grade, readily marketable securities, mostly U. S. government obligations, to provide for contingencies, among which are possible increased costs of livestock and resultant increases in value of inventories and accounts.

Exchange Reserve Set Up.

In his letter to shareholders under date of March 15, 1934, President Charles H. Swift calls attention to the decline in the value of Argentine money in 1930 and 1931, and the resultant increase in cash and liquid asset items held abroad. In view of the temporary character of this gain, an exchange reserve was set up out of profits. A part of this was utilized in 1933, when the United States left the gold standard, resulting in a material reduction in the Argentine value of United States securities and other U. S. holdings. In view of this, an additional \$1,200,000 was transferred to this reserve fund out of 1933 earnings.

Speaking of market conditions, Mr. Swift said:

"I am pleased to say that in the United Kingdom, which is the principal market for our products, there was a gradual and sustained improvement in industrial conditions during the year and a material reduction in unemployment. Importations of meat from non-Empire countries to the United Kingdom have been restricted by quotas. The quota system was made effective as a result of the Ottawa agreement, and is designed to assist the British producer by bringing about a higher level of prices for home production of livestock.

"We have been accorded fair treatment by the British authorities and it is our policy to work in harmony with them in solving this problem, realizing

that if the producer in the United Kingdom is paid satisfactory prices, it follows that producers in foreign countries will be favorably affected.

"In Continental Europe, quotas and import tariffs have restricted sales to a considerable extent, but as general conditions improve in these countries, business should benefit by an improved demand for our products, which are well and favorably known."

Grazing conditions in South America, Australia and New Zealand have been favorable to the production of livestock during the year, and supplies have been ample for requirements, Mr. Swift said. Hope for higher prices to the producer in the new year is expressed and 1934 was looked to as a profitable year for the company.

Following is the consolidated balance sheet of Compania Swift Internacional, Sociedad Anonima Comercial, and subsidiary companies, as of December 31, 1933:

Assets.		Argentine Gold.	
Cash	\$ 3,952,642.47		
Marketable Securities, Inc. U. S. Government securities \$10,425,730.02 Argentine Gold—at market values	16,363,809.42		
Accounts Receivable, including \$2,379,531.10 due from correspondents	5,039,931.85		
Inventories—Products and Supplies on hand and afloat	18,430,842.45		
Valued at cost or market, whichever lower, or at market where costs not ascertainable.			
Total Current Assets	\$43,787,286.19		
Company's Shares acquired for resale to employees and customers (10,000 shares)	311,123.90		
Other Investments, at cost, less Reserves	3,133,727.63		
Land, Buildings, Machinery, Equipment, etc., at cost or less \$34,565,409.16			
Less: Reserve for Depreciation	24,362,825.58	10,202,583.58	
Deferred Charges	116,176.64		
	\$57,550,897.04		
Liabilities.		Argentine Gold	
Accounts Payable and Accruals, including \$2,459,687.04 due to correspondents	\$ 4,922,282.60		

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Total Current Liabilities	\$ 4,922,282.60
Exchange Reserves... \$ 6,087,051.39	
Less: Loss on securities due to fluctuation in exchange	2,699,819.79
	\$ 3,387,231.60
Add: Appropriation from Surplus Account	1,200,000.00
	4,587,231.60
General Reserves	4,492,954.15
Capital Stock—\$15.00 par value.	
Authorized and issued, 1,500,000 shares	\$22,500,000.00
Surplus	17,486,860.08
Legal Reserves	3,561,569.51
Total Shareholders' Investment	43,548,429.59
	\$57,550,897.04

The consolidated income and surplus account in Argentine gold follows:

Income from operations after adjustment of exchange on current transactions	\$ 5,893,017.34
Less provision for depreciation	903,353.83
	\$ 4,989,663.51
Other income:	
Interest and dividends received	\$ 522,207.59
Gain on sale of marketable securities	31,366.63
Gain on conversion to Argentine currency of net current asset values of foreign subsidiary companies	917,519.17
	1,471,093.39
	\$ 6,460,756.90
Other charges:	
Argentine income taxes	337,701.50
Gain for year	\$ 6,123,055.40
Less provision for legal reserves 1933 (all companies)	218,770.79
	\$ 5,904,284.61
Less appropriation to exchange reserves in adjustment of values of securities due to fluctuation in exchange	1,200,000.00
	\$ 4,704,284.61
Surplus at December 31, 1932	17,227,680.71
	\$21,931,965.32
Less dividends paid year 1933 (equivalent to \$1.00 U. S. per share)	\$ 4,480,500.00
Less dividends on shares acquired for sale	35,394.76
	4,445,105.24
Surplus December 31, 1933	\$17,486,860.08

Operating companies controlled by Compania Swift Internacional are Compania Swift de La Plata, Compania Swift de Montevideo, Compania Swift do Brazil, Swift Australian Company (Pty.) Limited, and Swift New Zealand Company, Limited. Operating plants are located at Puerto La Plata, Rosaria, Rio Gallegos and San Julian, Argentina; Montevideo, Uruguay; Rio Grande and Rosario, Brazil; and Townsville, Australia.

Directors of the company are Charles H. Swift, G. F. Swift, Alden B. Swift, H. McLerie, J. O. Hanson and C. O. Gorton, all of Chicago; and B. Kennedy, F. Six, C. Jacobi, A. A. Burns and A. Nelson, all of Buenos Aires. The officers are Charles H. Swift, president; Alden B. Swift, H. McLerie, B. Kennedy and J. O. Hanson, vice-presidents; A. Nelson, treasurer, and C. Jacobi, treasurer.

CHAINS DECREASE IN 1933.

During 1933 many chain stores that were not profitable were closed by chain grocers and merged with a more successful competing unit. On the whole, chain expansion was not pushed during the year and such new stores as were opened were on a very advantageous basis. In most cases where new leases or renewals were signed, the rent charged was a fixed percentage of sales for the individual store.

Practical Points for the Trade

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Quality Bologna

A small packer asks about making quality bologna and using beef casings from his own kill. He says:

Editor The National Provisioner:

We make some sausage, including bologna, but have not been satisfied with our bologna production. We slaughter both cattle and hogs and can have nice fresh meats for sausage. Also we want to use up our own casings wherever possible. Can you give us instructions for making a high grade bologna?

Good beef should be used for any fine sausage. The better the beef the better the sausage. Bologna may either be made by the quick-cure method or the standard cure.

From 35 to 45 per cent regular pork trimmings may be used in each 100 lb. batch. Chop the beef as fine as possible using ice in the chopper. The longer it is chopped the better the quality, provided it is not allowed to reach over 65 degs. F. in the chopper. It should be a dough of the consistency of a thick cake mixture and hang at least ten inches from the paddle without breaking off when it is picked up. The pork trimmings, as well as the beef trimmings, should be very cold when chopped. The colder the meat the finer it may be chopped.

Bologna sausage should be solid and to make it so requires well cured meats. It should be stuffed tight and smoked at a moderate temperature.

Seasoning:

7 oz. white pepper
8 oz. sugar
3 oz. coriander
2 oz. nutmeg
1½ oz. margoram
½ oz. powdered celery

When it is nearing the finish of the chopping process pick up a paddle full of the mixture and insert the thermometer (a small dairy thermometer may be used for the purpose). By so doing many mistakes will be avoided.

Place in a mixer. Addition of 7 or 8 lbs. of cube fat is optional. After thoroughly mixing stuff either in beef middles, bungs or rounds. Smoke the large sausage at 120 degs. F. from the start, increasing the heat in smoke to 140 degs. F. It is well to smoke for three hours, if space will permit. An inside temperature of at least 137 degs. must be reached where this product is cooked in the smokehouse.

Then remove from the smokehouse and rinse until cold. Next scald with hot water and place in the chill room. Sudden changes from cold to heat and heat to cold often cause discolorations

or rings inside. Ice cold sausage should never be placed in the smokehouse. Neither should hot sausage be placed in the chill room.

If the above sausage should be of the quick-cure type use all fresh meat, adding ½ oz. of nitrite dissolved in a quart of water and well distributed in the batch while in the mixer. Stuff the casings tight and hang in the chill room at a moderate temperature until the following day. Next remove it to the sausage kitchen and allow it to hang a few hours to take the chill off before it is smoked.

The quick-cure method produces a fine bologna, it being lighter in color and with a sweeter flavor, than that made by the standard cure.

Curing S.P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 10-cent stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me copy of formula and directions for "Curing S. P. Meats."

Name

Street

City

(Enclosed find 10c in stamps.)

Better Color in Grease

Green color in grease is complained of by a packer who says:

Editor The National Provisioner:

We would like to have information on the means of improving color in grease. In a recent issue of THE NATIONAL PROVISIONER you spoke of the use of activated carbon and activated earth for this purpose. Please tell us a little more about this.

Application of activated carbon and activated earth to grease can be made most effectively in a clay kettle or mechanically agitated tank heated with closed steam coils. About ½ to 2 per cent of activated earth and about one-tenth that much activated carbon is added and thoroughly mixed with the grease and then filtered through a standard filter press. This will decolorize the grease effectively, removing the green color. It will also remove moisture and impurities.

If no clay kettle and filter press are available and the packer is "wet" rendering, it is possible to sprinkle activated carbon on each truck load of cleaned raw material going into the tank, and render in exactly the same way as usual. The activated carbon will have a very strong tendency to do away with much of the green color, which is objected to by the inquirer.

It is impossible to give any exact figures as to the amount of carbon necessary to do this work, as the raw materials rendered vary in every packing plant, so the inquirer will have to work this out for himself.

In case of dry rendering, it is impossible to use activated carbon, because it would darken the cracklings too much. A small amount of activated earth may be introduced into the cooker and well mixed with the fats. It will have a very good effect in removing objectionable green color. This activated earth should not be used in high percentages, about 1 per cent being the limit.

Making Oleomargarine

A food handler asks regarding the manufacture of margarine. He says:

Editor The National Provisioner:

I would appreciate it if you will give me information on the manufacture of oleomargarine.

Oleo oil and neutral lard are the principal base products in the manufacture of oleomargarine. In the strictly vegetable margarine large quantities of coconut oil, cottonseed oil and peanut oil are used. In some margarines there are combinations of animal and vegetable oils. The terms

"margarine" and "oleomargarine" are commonly used interchangeably, although strictly speaking, oleomargarine is the product containing oleo oil which is made from fancy beef fats.

Whether animal or vegetable oil is used, it is important that the oils be pure and of high quality if good results are to be secured.

The oils are churned with ripened milk for flavor. In preparing this ripened milk, only skimmed milk produced under the most sanitary conditions is used. This milk must be shipped under refrigeration, being held at a temperature below 40 degs. F. As soon as it is received it should be pasteurized, either by the "flash" or the "holding" process. If the former is used the milk is heated to a temperature of 170 degs. F. for 30 to 60 seconds. Pasteurization by the holding process requires that the milk be heated to 145 degs. F. and held at this temperature for 30 minutes.

"Ripening" a Fine Art.

It is then cooled to a temperature of about 68 degs. F. and is inoculated with about 0.5 per cent of pure culture, called "starter." A good deal of skill is necessary in the ripening process to develop just the right flavor and aroma. The milk must not be permitted to curdle, but should be churned when it reaches about 0.65 per cent acidity.

A mechanically agitated emulsion churn is used for churning the ripened milk and oils. It is water-jacketed to control the temperature and is provided with agitating arms rotating in opposite directions, thus producing the most complete emulsion. Churning temperatures vary, depending upon the mixture of oils used. A temperature frequently used is 78 degs. F. for the white margarines, while for natural color goods a little higher temperature may be used.

When the product is churned the contents are dropped from the churn into vats or trucks containing ice water. There the solid mass is crystallized into workable condition. After crystallizing a good practice is to allow the product to stand for about 10 hours, or over night, at a temperature of 60 degs. F. to develop flavor.

The margarine is then put on working tables and worked until the moisture has been reduced and the salt is thoroughly mixed. A machine is sometimes used for this purpose where margarine is manufactured in large quantities.

A good oleomargarine should contain about 2½ per cent salt, 13½ per cent moisture and ½ of 1 per cent casein. It should have a smooth, uniform velvety body with no trace of visible moisture.

After working, the product is ready for packing into prints. This is done either by hand or by machine.

Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVIDER.

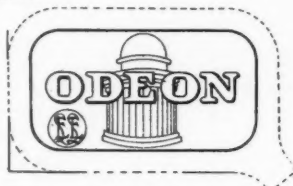
Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS.

Globe Grain and Milling Company, doing business as Globe Mills of California, Los Angeles, Calif. For cooking and salad oil. Trade mark: VILO. Claims use since Apr. 3, 1933. Application serial No. 340,044.

VILO

Empreza Exportadora Lusitania Lda., Lisbon, Portugal. For canned meat. Trade mark: ODEON. Claims use since Aug. 12, 1929. Application serial No. 341,953.



Vita Food Products, Inc., New York, N. Y. For meats—namely hams. Trade mark: VITA. Claims use since April 18, 1932. Application serial No. 327,534.



TRADE MARKS GRANTED.

John N. Matschek, Portland, Ore. For frankfurter sausage. Trade mark: HI-DE-HO-HO. Published Oct. 31, 1933. No. 309,529.

HI-DE-HO-HO

Northern Coconut Products Corp., New York, N. Y., and Chicago, Ill. For oleomargarine. Trade mark: CRUX. Published Nov. 14, 1933. No. 309,734.

CRUX

Modern Food Process Company, Philadelphia, Pa. For ham. Trade mark: ALAHAM. Published Oct. 31, 1933. No. 307,669.

Alaham

Jones Dairy Farm, Inc., Fort Atkinson, Wis. For hams. Trade mark: MILD CURE HAMS HICKORY SMOKED JONES DAIRY FARM INC. Published Nov. 7, 1933. No. 309,573.



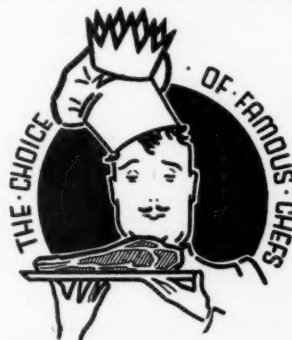
Independent Casing Co., Chicago, Ill. For sausage casings. Trade mark: I. C. CO. SHUR STITCH SEWED. Published Sept. 12, 1933. No. 308,244.

I. C. Co. SHURSTITCH Sewed

Donnelly, Ltd., Dublin, Irish Free State. For bacon and hams. Trade mark: DONNELLY LIMITED DUBLIN IN FANCY DESIGN. Published Sept. 26, 1933. No. 308,598.



D. Horwitz & Co., Inc., Chicago, Ill. For corned beef briskets. Trade mark: THE CHOICE OF FAMOUS CHEFS. Published Nov. 21, 1933. No. 309,946.



PRINTS.

American Soya Products Corporation, Evansville, Ind. For meat loaves. Title: NUSOY SOLVES MEAT LOAF PROBLEMS. Published April 22, 1933. No. 14,400. Registered December 5, 1933.



Regular Truck Service to:

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Saturday, Wednesday, Thursday, Pick Up.
Monday, Thursday, Friday, Delivery.

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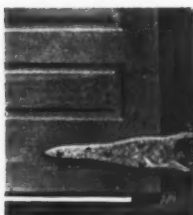
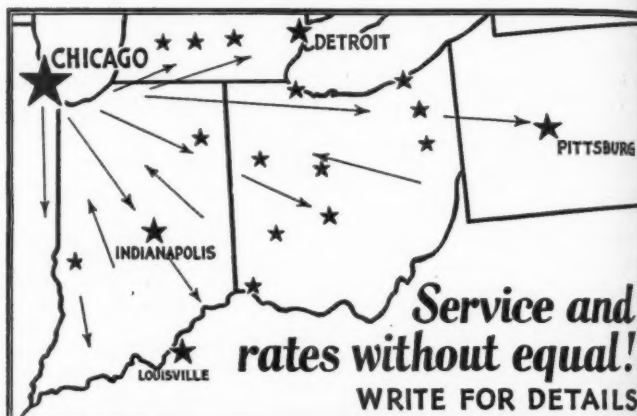
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ADVANCE Service guarantees perfect protection to meats, by full refrigeration and prompt service—and rates are guaranteed lowest per ton mile! Prominent packers use ADVANCE Service to protect products and protect profits.

Write for rates and full details.



On Guard!

The Stevenson Hinge Guard (illustrated above) protects the Stevenson Flexible Spring Hinges—assures unflinching pressure at the heel of the door and proper closure despite obstructions on the floor. No leaf hinge is safe without it!

Or, better still, use the Jamison Adjustable Spring Hinge, illustrated on lower door.

The hardware on JAMISON-BUILT doors makes tight sealing a certainty.

JAMISON COLD STORAGE DOOR CO.

Hagerstown, Md. U. S. A.
Jamison, Stevenson and Victor Doors

Branch Offices: New York, Chicago.

Agents & Distributors:
Atlanta, St. Louis, Minneapolis, Omaha, Detroit, San Francisco, Cincinnati, Salt Lake City, Los Angeles, Cleveland, Philadelphia, Kansas City, Mo.

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Jamison & Stevenson
Cold Storage Doors

THEURER ICEFIN Refrigeration

The MODERN COMMERCIAL BODY COOLING UNIT



THEURER WAGON WORKS, INC.
INSULATED COMMERCIAL REFRIGERATED
BODIES
New York, N. Y. North Bergen, N. J.

Refrigeration and Frozen Foods

TRUCK REFRIGERATING UNIT.

Water ice possesses advantages that have caused it to be selected by many packers for truck refrigeration. Principal among these are its low cost and general availability.

On the other hand, this refrigerant, as generally used to cool truck bodies, has disadvantages. These are the rather large quantity required to maintain temperatures suitable for meats with a consequent reduction in payload space and a higher cost of truck operation. There is also the labor cost for filling bunkers, and sometimes bad moisture conditions. When salt is used, there is often corrosion of metal parts.

A truck refrigerating unit, designed to increase the refrigerating efficiency of water ice and to overcome the heretofore objectionable features of this refrigerant when used to cool trucks, is shown in the accompanying illustration. This unit employs the well known Icefin principle, in which heat from the refrigerated compartment is absorbed on a finned aluminum surface, which in turn is chilled by the ice.

The heat absorbing surface is of course constant, and the finned aluminum heat conductor plate is thick enough so that there is no lessening in the rate of ice meltage. Consequently there is no rise in the truck body temperature as the ice supply decreases. It is stated as the result of tests, that the temperature of a truck body will be maintained as long as there is any ice in the unit, even down to the last pound or two.

This feature makes it possible to use a minimum amount of space and weight of ice. A unit with a capacity of 150 lbs. is recommended for a 9- or 10-ft. body. When truck body doors are opened frequently, particularly on warm days, approximately 7 to 8 lbs. of ice must be melted hourly to hold the proper temperature, tests show. When doors are closed for long periods, approximately 4 to 5 lbs. of ice meltage per hour suffices. Thus 150 lbs. of ice are sufficient to take care of a day's delivery and hold the temperature over night as well.

This refrigerating device, known as the Theurer unit, is insulated with 1 in. of Haircraft, and has a Masonite panel on the outside. This construction holds the outside of the unit to a temperature within one or two degrees of the air in the truck body and prevents condensation and drip on products.

Another feature of this unit is the means provided for circulation of air in the body. A small motor and fan are located in the front panel of the unit.

These are operated by current from the truck battery. On warm days when doors are opened frequently the fan is operated to draw in air at the bottom of the unit and distribute it throughout the body. In this manner all warm air pockets within the truck body are eliminated.

This forced air circulation, it is further claimed, also quickly cools the warm air which flows into the body when the doors are opened. On cool days, and during the night when the truck body doors are closed, the fan is



FAN CIRCULATES CHILLED AIR.

This truck refrigerating unit for water ice operates on the Icefin principle, a fan having been added to maintain positive air circulation when conditions require. The unit is manufactured by the Theurer Wagon Works, North Bergen, N. J.

not operated. Under such conditions the circulating air currents are reversed, the air flowing in at the top of the unit and out at the bottom.

The construction of the unit is such that there is the least disturbance of the air as it is guided over the finned cooling surfaces.

REFRIGERATION NOTES.

A pre-cooling plant is being established at 2528 Santa Fe ave., Los Angeles, Calif., by the Utility Pre-Cooling Service Co.

Immediate construction of a city abattoir at Fitzgerald, Ga., through co-operation between the city government and the CWA has been approved by the state CWA board, and work will begin as soon as approval is received from the committee appointed to investigate the matter.

Heil Ice Co., Burlington, Ia., is making improvements in the day storage room at its plant at a cost of about \$2,500. The project includes re-insulation, addition of coils and a new floor.

The local unit of the Farmers' Union, Decatur, Mich., is pushing plans for the construction of a cold storage plant with the aid of federal funds.

Emporia Ice & Cold Storage Co., Emporia, Kans., is subdividing its storage space and building a new cooling room.

Federal Cold Storage Co., 1800 N. Broadway, St. Louis, Mo., plans alterations in its plant.

TREATING AMMONIA BURNS.

Four serious conditions can be anticipated in persons who have been exposed to heavy concentrations of ammonia gas without the benefit of mask and other protection. These are external burns, internal burns, shock and possible depression, or even cessation, of breathing. Treatment should be:

1—Skin burns from ammonia should be flushed with plenty of clean water, then dressed as any other skin burn. While the use of picric acid gauze or a water soluble tannic acid dressing is recommended, rather than the use of greasy dressings, still quick action on burns is of vital importance and any burn dressing is better than none. Burn dressings should be applied in a thin layer rather than smeared on, as the greater the quantity of dressing used the more body heat absorbed.

2—If ammonia will burn the outer skin, it will have even more serious effects on membranes of the breathing passages. Sweet oil should be kept on hand and given to the victim to soothe the irritated membranes, if he is conscious, or as soon as he become conscious.

3—Shock will usually be present and the victim should be placed in a prone position with the head slightly lower than the rest of the body and kept warm by the use of blankets or coats and the application of hot pads.

4—Exposure to the gas may have been so serious as to cause breathing to cease, in which case the use of artificial respiration will be necessary in conjunction with the treatment for shock. If breathing has not entirely ceased, but is considerably depressed, the use of carbogen (95 per cent oxygen and 5 per cent carbon dioxide) if available, is recommended.

5—Under severe exposure to ammonia gas, it is possible for the larynx to become partially or completely closed by the influence of the gas. In such event the victim must be allowed to inhale the fumes from vinegar or lemon juice to relieve the swollen condition.

6—Where any employee has suffered severe exposure to the breathing passages, even without there having been marked effect on the respiration, he should not be permitted to work, but should be kept warm and quiet for 24 hours or longer. This is because of the danger of pneumonia developing.

—Refrigerating World.

ICE PROFIT FALLS OFF.

American Ice Company reports \$872,409 net profit for 1933, equal to 6 cents on 559,200 common shares, against \$1,424,313 or \$1.04 on common in 1932.

Cooking Schools Increase Sales for Meat Industry

Widening and improving consumer acceptance of meat is the prime purpose of the cooking schools conducted by the National Livestock and Meat Board during the past 14 months in conjunction with leading newspapers in various parts of the country. Through these schools a fine foundation is laid

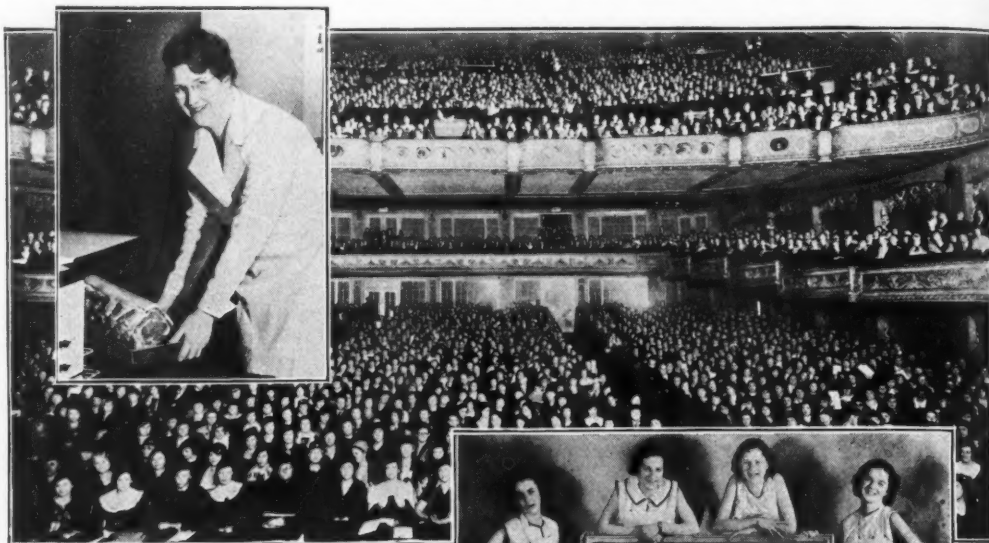
for packers, wholesalers and retail meat dealers to broaden their meat sales.

While many foods and household products are presented at these schools, meat is the center of all food preparation with other foods supplementary thereto, and it is the center of the activity which calls ultimately for the use

of other products to be demonstrated.

Housewives are given interesting talks on many phases of meat utilization, including its selection and preparation, its food value, the importance of meat in the diet of growing children as well as in that of the adult. These schools have met with wide acceptance wherever they have been conducted.

Making
Better
Customers
for
Meat



FINE RESPONSE SHOWN AT COOKING SCHOOLS.

Above is a full house at a recent school at Birmingham, Ala., which is typical of the fine response at all of the 57 schools conducted since February, 1933, in 52 cities of 19 states and the District of Columbia, and attended by 353,490 homemakers. The inset at the top shows a lecturer of the Board taking one of the cooking school meat dishes from the oven. The inset at the right shows a new and novel way in which attention is being called to the merits of meat during school intermission. The young ladies praised meat in song and dance, making use of the signs in the picture during their skit.



WOMEN LIKE MEAT SCHOOLS.

Two schools of meat cookery conducted by the National Live Stock and Meat Board this past week, started off with a real bang. Word from Buffalo, N. Y., is to the effect that at the opening session of the school, which was the first ever held in the morning in that city, 3,500 homemakers packed the hall and 1,500 were turned away due to lack of room. A report from Jackson, Miss., is to the effect that 2,500 attended the first day's session.

Schools of meat cookery held last week at Wichita, Kans., and Perth Amboy, N. J., brought out a total of 17,200 homemakers. In the first 21 schools of 1934 the average attendance has been 8,440 persons.

CHAIN STORE SALES.

Sales of the H. C. Bohack Co. for the four weeks ended February 24, 1934, totaled \$2,474,682 as against \$2,209,463 for the same period a year ago.

American Stores Co., for the four weeks ended March 3, show net sales

of \$9,074,434 compared with \$8,425,292 in the like period of 1933, an increase of 7.7 per cent. For the two months ended March 3, sales totaled \$19,677,300 against \$18,582,379 in the 1933 period, an increase of 5.9 per cent.

First National Stores report sales of \$8,259,975 for the four weeks ended February 24, an increase of 14.9 per cent over those of the corresponding period of 1933. For the forty-seven weeks ended February 24 sales totaled \$95,216,169, an increase of 4 per cent over the total for the preceding forty-seven week period.

CHAIN STORE EARNINGS.

Net earnings of the Grand Union Tea Co. for 1933 totaled \$344,816.22. Sales for the year totaled \$28,293,445.40.

Preliminary financial report of Safeway Stores, Inc., shows a net profit of \$4,289,635 for 1933 after fixed charges. This compares with a net profit of \$4,390,227 in 1932. At the close of the year the company had in operation 3,277 stores compared with 3,370 at the end of 1932.

MEAT INTERESTS BUSINESS MEN.

Five hundred leading business and professional men of Omaha, Nebr., watched with keen interest a meat merchandising demonstration presented in that city on Monday, March 12, and were high in praise of its potential value as a method of stimulating a greater use of meat. The demonstration, which was conducted by a representative of the National Live Stock and Meat Board, was a feature of "Stock-Yards Night," of the Omaha Ad-Sell League, a leading organization of that city.

GOBEL SHOWS PROFIT.

Adolf Gobel, Inc., and subsidiaries for the sixteen weeks ended February 17 showed a net profit, after interest, depreciation, taxes, preferred dividends of subsidiaries and other charges, of \$28,301, equal to 6 cents a share on 430,989 \$5.00 par capital shares. This contrasted with net loss of \$111,045 in the corresponding period of the previous fiscal year.

A Page for the Packer Salesman

Selling Quality

May Appear More Difficult Until Selling at a Price Is Tried

Many packer salesmen who have only quality products to sell and who are required to get profitable prices may sometimes envy the competitor who has products manufactured to sell at a price.

But if selling quality products is more difficult, it also has greater compensations, as one packer salesman who tried both kinds of selling discovered.

He writes:

Editor THE NATIONAL PROVISIONER:

In view of the interest in better sausage merchandising evidenced at this time, manufacturers of sausage and packer salesmen may be interested in an experience through which I have just passed.

I formerly represented one of the smaller Chicago packers who specializes in smoked meats and sausage and who makes only quality products, for which he insists the salesmen get profitable prices—prices based on the cost of production.

My territory was in the suburbs, and although I found competition keen I was able to do fairly well, my sales averaging around 25,000 lbs. weekly.

I had only one grievance. This was that although my salary was probably above the average for packer salesmen, I felt I was not being paid what I was worth to the firm. Consequently when another manufacturer of sausage offered me a job on a commission basis, I jumped at the chance. I felt I could hold the trade I had, and thereby make somewhere in the neighborhood of \$200 weekly.

Influence of Quality Overlooked.

What I did not take into careful account was the quality of products produced by my new employer. These were made to sell at a price. The only thought that occurred to me was that my customers had been clamoring for lower prices and that I was now in a position to bargain with them.

The first week on the new job everything was lovely. Sales came easily, and with my commission of 1c lb. it looked like I was out to make a killing. The second week was not so bad, but about the third week I was not received so enthusiastically as previously. Orders were placed with more reluctance, and complaints about quality began to come in.

From then on things were a mess. I

would no sooner get inside a store than I was jumped on with both feet. My customers were losing business, they said. Housewives were complaining about the product. From a situation where a few weeks earlier my customers were demanding low prices, which I was not able to grant, I found myself up against a demand for quality which I did not have. Nothing was being said about prices.

Business continued to drop. My products were being replaced by those of the firm for which I formerly worked. Settling complaints and trying to pacify customers took most of my time, leaving me little for selling. Instead of the \$200.00 per week, I finally got to the point where I was making less than I formerly made on a salary, and going through all kinds of grief to get it.

Must Make Good Again.

Then one morning I met an old friend, also a packer salesman. He had just received a wire from his boss calling him down for not getting a better price on a carload of hams. We went into a tavern to have a drink and talk things over. It was not long until we both agreed we were the victims of a cruel world and that something would have to be done about it.

Late that afternoon I aroused sufficiently to realize I was in the office of my old boss, and that the law was being laid down in no uncertain fashion. The one thing that stuck in my mind was, "Go home and sober up and come back tomorrow."

Well, I am back on the job, but still in disgrace and out in the sticks. I realize that if I am to get back my old territory and my old salary I will have to make good where I am, and believe me I am taking no chances. I am working harder than I ever worked before. The "comedown" is bitter medicine, but perhaps it will be good for me.

To those packer salesmen who think they have a hard row to hoe because they do not have products to meet price competition, I have only this to say: "Price competition is petering out. Both packers and retailers are coming to appreciate that there's nothing in it. This attitude, of course, is a reflection from consumers. With employment increasing and consumer purchasing growing, the housewife is becoming more particular about getting products that please her for the higher prices she is asked to pay."

Yours truly,

PACKER SALESMAN.



KEEPING CUSTOMERS SOLD.

A salesman who recently lost a good account told how it happened.

"I took too much for granted," he said. "I had been selling the store for several years. While I knew, of course, that other packer salesmen called regularly, it never occurred to me that they had more to offer than I, inasmuch as the dealer liked our products and never had been a chiseler. It was somewhat of a shock, therefore, when I discovered other packers' products in the cases.

"My fault had been that I did not keep the customer sold. I assumed too much. I thought he knew all about our products, therefore I did not spend much time telling him about them.

"But, in the meanwhile my competitors were not idle. They were continually telling the customer the merits of their goods and the favor they had found with consumers. Apparently some of the statements made to him crowded out of his mind the things he had once known about our meats. He heard continually about the merits of the other meats and nothing about ours. Eventually he came to believe they were of better quality and stocked them. I could have held his business, I believe, if I had had the foresight to talk the quality of our product once in awhile.

"It took me a year to sell this retailer in the first place. Now I have the job to do all over again, and I have no illusions that it is going to be an easy one. The incident has taught me a lesson. That is, not to take anything for granted. It is one thing to sell a retailer, but it is something else to keep him sold."

SALES RESISTANCE ANSWER.

I sell a line of high grade meat specialties. At the present time I am opening up some new territory. Of course I meet with considerable opposition from retailers and have to offset many arguments why my goods should not be stocked.

Recently I have run up against a number of retailers who have refused to take our products except on consignment. Perhaps other salesmen of meat specialties have been up against a similar problem and would like to know the counter-argument I have used with considerable success. This is:

1. Taking the risk out of business means that anyone can go into business. There'd be no skill or ability needed today in a retail store if the meat packer took all the risk.

2. We wouldn't think of letting anyone sell our products unless he was an established, high grade merchant who pays his bills promptly. When you take in products on consignment you are undermining the very foundation of your business.

Most retailers see the logic of this argument, and I seldom have to continue further along this line.

CONSUMER APPEAL IN CHEESE.

Meat packers are large distributors of cheese and anything that stimulates demand for this product is necessarily of interest to them. A process recently worked out by the Bureau of Dairy Industry of the U. S. Department of Agriculture makes possible the distribution of cheddar cheese in packages as small as 12 oz.

Such a package, it is believed, would have widespread consumer appeal provided the flavor and quality of the cheese is not impaired. Cheese so packaged is packed and cured in cans. It has an added advantage in that each package can carry the name of the manufacturer or distributor directly to the consumer. This is not possible when purchases are cut from the large blocks or loaves weighing anywhere from 10 to 70 lbs.

Improved Packaging.

Methods of packaging various kinds of cheese, which require melting of the natural cheese, have been successful from a merchandising standpoint but the process destroys some of the natural characteristics of the cheese, the department says. In the bureau's canning method, the green cheese or curd from the press is sealed in the tin container in which it is to be sold, and normal ripening is made possible by a valve in the container which permits the escape of gases that result from ripening but prevents the entrance of air. Cheddar cheese ripened in this way has all the excellent characteristics of that made in the old way.

In making canned cheddar cheese the manufacturing process, up to the time the curd is put in the hoops for pressing, is the same as in making a high-grade low-moisture curd of this type, for ripening in the curing room. After the curd has been pressed in suitable hoops overnight it is taken out and cut into prints of the desired weight or size to fit the container. The prints of green curd are then wrapped in cellophane and immediately placed in the valve-vented sanitary cans, sealed, and packed in shipping cartons. The cartons of cheese are then held in a cool, dry room for several months or until the ripening process is completed, when the product is ready for use in the home just as any other canned food.

More Economical.

Making cheddar cheese in this way not only fills the need for a package suitable for direct sale to the customer, but it provides certain economic advantages to the manufacture, the bureau states. Since the cheese ripens in the cans there is no expense involved for labor in the curing room, there is no paraffining to be done, and there are no losses due to shrinkage or the formation of rind. The increased cost of canning is largely offset by eliminating these losses and the labor in the curing room.

The method appeals to the retail merchant because of its sanitary features, which are particularly important from an advertising standpoint, because the canned product is easy to handle and

because there is no loss or waste from cutting portions for each consumer.

The new method of packaging cheddar cheese has been applied on a semi-commercial scale and the product has been marketed in a limited way with favorable results. Within the last year a number of commercial companies have become interested in the possibilities of increasing their sales of cheddar cheese through the use of the new package, and specialists of the bureau have assisted them in making small lots for experimental purposes.

Government purchase of natural American cheddar cheese in cans for relief purposes assures the successful bidders a market for the product and, in the opinion of the bureau, should give considerable impetus to the bureau's efforts to establish the method in the cheesemaking industry.

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended March 10, 1934, were as follows:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.....		59,400 lbs.
Canada—Bacon		3,825 lbs.
Canada—Pork cuts		800 lbs.
Canada—Sausage		360 lbs.
Canada—Calf livers		900 lbs.
Germany—Ham		3,780 lbs.
Germany—Sausage		3,183 lbs.
Holland—Liverpaste		2,124 lbs.
Holland—Ham		808 lbs.
Hungary—Salami		551 lbs.
Irish Free State—Bacon		1,027 lbs.
Italy—Sausage		7,250 lbs.
Norway—Sausage		660 lbs.
Uruguay—Canned corned beef.....		180,000 lbs.

GERMAN HOGS AND LARD.

Top hogs at Berlin were quoted at \$13.64 for the week ended March 1, 1934, compared with \$14.75 the previous week and \$7.40 at the same time a year ago. Lard in tierces at Hamburg was priced at \$13.57, \$13.67 the previous week and \$5.90 a year ago.

Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes 1/8c per pound on a car of product he has saved \$37.50.

If he makes 1/4c a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1c a pound, he saves \$300 on a car.

If you get THE NATIONAL PROVISIONER DAILY MARKET SERVICE you know the market. You neither buy nor sell blindly.

A fractional saving on one car of product will pay for this service for an entire year. If you want full information, clip this coupon and send it with your name and address to THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

MEAT AND LARD STOCKS.

Stocks of meats on hand in the United States on March 1 showed a slight decline from those of a month ago and are well under the five-year-average on that date. Lard stocks, on the other hand, are larger than those of a month ago and 75,000,000 lbs. larger than the five-year-average.

Considerably more pork went into the freezer during the month than in the same month a year ago and some 8,000,000 lbs. more into pickle cure. About 5,000,000 lbs. less went into dry salt cure.

Meat being held for government account is included in the pickle stocks, but no report of the amount of this meat is made by the Federal Surplus Relief Corporation. It is apparent, however, that stocks of pickled meats are well below those of the five-year period.

It should be possible to market stocks of meat on hand March 1 to advantage, particularly such as were produced prior to February 1. Since that date the processing tax has added materially to costs and in most cases selling prices have not averaged sufficiently high on all products to cover these costs and yield a profit. Production since March 1 has been light as it has not been apparent that selling prices would cover total costs.

Lard has been a particularly unprofitable item. Much of the time loose lard has moved below the cost of live hogs plus the processing tax. Domestic demand for lard is only fair and the export outlet has been curtailed sharply by the British tax and the German tariffs.

Stocks on hand in the United States on March 1, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Mar. 1, '34.	Feb. 1, '34.	5-Year Av. Mar. 1-lbs.
Beef, frozen	45,100,000	51,960,000	48,752,000
In cure	14,458,000	15,006,000	10,159,000
Cured	5,750,000	5,982,000	8,912,000
Pork, frozen	184,536,000	177,292,000	235,622,000
D. S. in cure	53,150,000	54,674,000	64,396,000
D. S. cured	60,139,000	58,000,000	64,113,000
S. P. in cure	249,254,000	260,083,000	257,999,000
S. P. cured	188,815,000	182,355,000	178,956,000
Lamb and Mutton, frozen	3,083,000	4,183,000	3,140,000
Misc. Meats	65,803,000	71,359,000	78,673,000
Lard	177,560,000	168,756,000	102,360,000
Product placed in cure during:	Feb. 1934.	Feb. 1933.	
Pork, frozen	69,311,000	51,978,000	
D. S. pork placed in cure	41,760,000	47,003,000	
S. P. pork placed in cure	184,123,000	176,480,000	

"Dry salt rough sides" for government account produced under the Emergency Hog Control Program are not included in these figures. Meats held for the account of the Federal Surplus Relief Corporation are included in these figures.

FAT MARKETS IN FRANCE.

(Special Report to The National Provisioner.)

Paris, Feb. 28, 1934.

Market unchanged on lard. There are still resellers of American steam lard without any buyers.

Choicest edible refined grades of cotton oil, European makes, are at a parity of about 165 francs per 100 kilos, in barrels, c.i.f. French ports.

Paris official quotation for technical tallow declined from 135 francs to 127.50 francs per 100 kilos, during the course of this month, with market very dull.

Provision and Lard Markets

WEEKLY REVIEW

Trade Active—Market Easier—Hogs Barely Steady—Cash Trade Fair—Government Relief Buying Suspended—Western Run Moderate—Inflation Talk Ignored.

Fairly active trading featured the market for hog products the past week, particularly lard. The trend was somewhat easier as a result of scattered selling and liquidation, partly due to a lower range in hogs, and a halt in the governmental buying of hog products for needy relief.

Commission house absorption was in evidence on the decline, partly inspired by a belief that the governmental activities towards broadening foreign markets for American agricultural products would prove successful, and bear fruit in hog products. The latter buying, however, was aided somewhat by inflation talk following the passage of the bonus bill in the House, and renewed activity on the part of silver political leaders. The buying power was not sufficient, however, to check a downward tendency that has been in evidence for the past week or 10 days. The liquidation was accompanied by some hedge pressure on the late months but in volume the latter was not important. The selling gained momentum when President Roosevelt flatly came out against the bonus and printing of money.

Uncertainty Slows Up Trading.

While the trade was keeping a watchful eye on the Washington trend, the latter contained sufficient uncertainty to make for a tendency to await developments. Difficulties in getting the cotton control bill through the House came in for some consideration in lard, although it was confidently predicted that the bill would be passed during the present week.

News within the market itself was rather satisfactory, as far as cash trade was concerned, while expectations were that the lard stocks at Chicago during the first half of March would decrease between 3,000,000 and 5,000,000 lbs. The western run of hogs was moderate, totaling 313,900 head against 409,900 head the previous week and 310,600 head last year.

January production of lard was officially placed at 188,461,000 lbs. against 175,438,000 lbs. the previous year and compared with the January 5-year-average of 184,772,000 lbs. The number of hogs slaughtered throughout the country during February were 3,433,000 head against 3,647,000 head the previous year, and 4,590,000 head in February, 1932.

The average live cost of swine during

January was 3.32c against 3.21c in December and 2.97 in January a year ago. The average yield was 75.70 per cent against 75.70 per cent in December and 76.36 per cent in January, 1933. The average live weight during January was 224.9 lbs. against 219.82 lbs. in December and 228.83 lbs. in January last year.

More Meat and Lard.

Cold storage holdings of lard on March 1 were 177,560,000 lbs. against 58,182,000 lbs. the previous year, and a five-year March 1 average of 102,360,000 lbs. The stocks of meats on March 1 totaled 870,097,000 lbs. against 692,938,000 lbs. the previous year and compared with a 5-year March 1 average of 950,722,000 lbs.

While agricultural administration officials announced that they have suspended purchasing of hogs and hog products for relief purposes and stated that no hogs had been bought for the account of the Federal Surplus Relief Corp. since Thursday, March 8, the government, it was said, has not necessarily withdrawn from the market, and purchases may be resumed later on. AAA officials said, "we have purchased all the meat needed immediately by the Relief Corporation and suspended buying temporarily."

PORK—The market was steady at New York with demand fair. Mess was quoted at \$20.25 per barrel, family \$21.00 per barrel and fat backs \$15.00 @ \$15.50 per barrel, all export and without tax.

LARD—Demand was quiet but the market steady with prime western New York quoted at \$5.50@5.60c; middle western, 5.30@5.40c; New York City tierces, 5c without tax; tubs, 7½c with tax; refined Continent, 5½c; South America, 5½c; Brazil kegs, 5½c; compound, car lots, 7½c; smaller lots, 7¼c. At Chicago regular lard in round lots was quoted at 20c under new May, loose lard at 20c under new May and leaf lard at 15c under new May.

BEEF—The market was quiet but very steady at New York with mess nominal; packet nominal; family, \$10.00 @ \$11.50 per barrel; extra India mess nominal.

See page 32 for later markets.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Mar. 1, 1934, to Mar. 14, 1934, totaled 4,192,700 lbs.; tallow, 724,420 lbs.; greases, none; stearine, 217,600 lbs.

Hog Cut-Out Losses Larger

Moderate receipts of hogs, poor quality of offerings and a tendency to weakness in the product markets resulted in sharp fluctuations in hog costs to packers. The limited number of quality butchers moved at prices somewhat lower than those of a week earlier but still not high enough to wipe out the slow price movement in green meats. As a result cut-out losses increased particularly on the heavier averages which brought better prices in the live market than the light weights.

Receipts were larger than those of a week ago and were considerably larger than in the like period last year. At the seven principal markets 258,000 hogs were received during the first four days of the week compared with 191,000 last week and 204,000 at the same time last year.

Well finished hogs ranging from 180 to 300 lbs. brought best prices. Top for the period at Chicago at \$4.65 was made on Thursday with the low top of \$4.55 on Tuesday. The low average was \$4.30 and the high paid during the week was \$4.40.

The following test, worked out on the basis of live hog costs and green product prices at Chicago during the first four days of the week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, shows large cutting losses on the heavier averages. It is only the best grade hogs that will yield such values as the test shows so that packers slaughtering the poorer quality hogs so plentiful this week will find even less satisfactory returns on their test sheet. With the high costs prevailing, it is very important that all packers know just how their hogs cut out from day to day.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.77	\$1.76	\$1.72	\$1.71
Picnics	.47	.46	.46	.41
Boston butts	.46	.46	.46	.46
Pork loins	1.35	1.23	1.11	.99
Belilles, light	1.31	1.26	.78	.25
Belilles, heavy	.....	.....	.29	.71
Fat backs	.09	.11	.13	.15
Raw leaf	.13	.13	.13	.13
P. S. lard, rend, wt.	.84	.90	.84	.77
Spare ribs	.11	.11	.11	.11
Regular trimmings	.18	.18	.17	.17
Feet, tail, neckbones	.04	.04	.04	.04
Total cutting value (per 100 lbs. live wt.)	\$6.75	\$6.64	\$6.40	\$6.21
Total cutting yield	68.50%	69.50%	71.00%	72.00%
Crediting edible and inedible offal values to the above totals and deducting from these the cost of well finished live hogs of the weights shown, plus all expenses, including the processing tax of \$2.25 per hundred live weight, the following results are secured:				
Loss per cwt.	\$.25	\$.47	\$.70	\$.81
Loss per hog	.42	.94	1.61	2.22

STOCKS IN COLD STORAGE.

Figures for storage stocks on March 1, 1934, with those on hand the first of each month during the past three years are as follows:

	1931.	1932.	1933.	1934.
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted.)			
Jan. 1.....	124,778	328,808	69,721	51,064
Feb. 1.....	215,590	399,942	107,817	62,850
Mar. 1.....	260,212	453,841	129,922	75,450
Apr. 1.....	269,569	432,689	141,244	78,456
May 1.....	265,876	453,500	148,170	94,897
June 1.....	244,778	434,362	148,003	103,456
July 1.....	215,768	403,898	156,476	115,873
Aug. 1.....	181,214	365,235	168,260	122,239
Sept. 1.....	129,568	311,116	153,604	95,085
Oct. 1.....	81,757	276,832	116,047	69,637
Nov. 1.....	53,310	246,940	79,496	39,641
Dec. 1.....	69,512	262,375	62,376	33,915

	1931.	1932.	1933.	1934.
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted.)			
Jan. 1.....	141,408	333,018	84,916	50,818
Feb. 1.....	187,075	383,411	103,802	78,538
Mar. 1.....	244,151	445,346	122,902	92,861
Apr. 1.....	248,208	420,896	124,069	106,411
May 1.....	239,745	430,260	127,857	110,724
June 1.....	224,778	436,413	127,601	129,328
July 1.....	196,065	414,372	120,743	131,509
Aug. 1.....	159,055	372,782	111,210	121,618
Sept. 1.....	121,114	347,941	109,428	103,169
Oct. 1.....	78,569	327,622	91,168	70,582
Nov. 1.....	59,844	306,758	65,561	34,358
Dec. 1.....	62,294	294,590	40,285	29,186

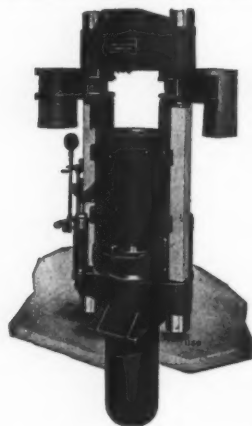
	1931.	1932.	1933.	1934.
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted.)			
Jan. 1.....	102,648	322,229	69,190	40,481
Feb. 1.....	143,085	350,114	81,885	52,841
Mar. 1.....	153,881	368,592	86,848	58,182
Apr. 1.....	153,096	369,925	87,117	61,713
May 1.....	169,875	374,735	89,063	71,851
June 1.....	175,727	388,000	104,228	110,381
July 1.....	212,779	415,861	131,218	196,941
Aug. 1.....	228,333	432,809	146,613	218,267
Sept. 1.....	194,822	414,222	144,090	224,207
Oct. 1.....	128,497	374,520	126,148	192,502
Nov. 1.....	75,469	324,992	92,033	138,850
Dec. 1.....	81,722	361,855	81,186	110,394

	1931.	1932.	1933.	1934.
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted.)			
Jan. 1.....	129,763	402,632	97,301	132,510
Feb. 1.....	177,292	442,438	101,674	168,756
Mar. 1.....	184,536	438,069	113,298	177,560

MEAT AND LARD EXPORTS.

Export of bacon and hams and of lard through the port of New York during the first four days of this week totaled 416,500 lbs. of meats and 1,598,435 lbs. of lard.

Bacon and ham exports from the United States for the week ended March 10 totaled 4,243,500 lbs., compared with 1,484,500 lbs. in the same week of 1933. For the packer fiscal year to date, export of these products totaled 51,422,350 lbs. against 27,778,450 lbs. in the 1932-33 period.



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Lard exports for the week, ended March 10 totaled 6,180,890 lbs. and for the like period of 1933, 7,298,248 lbs. For the packer year to date, lard exports totaled 151,709,455 lbs. against 208,102,807 lbs. a year earlier.

FROZEN POULTRY IN STORAGE.

Storage stocks of frozen poultry on hand on March 1, with comparisons:

	Mar. 1, 1934.	Feb. 1, 1934.	Mar. 1, 1933.
	M lbs.	M lbs.	M lbs.
Broilers.....	10,552	13,343	8,445
Fryers.....	10,030	11,862	11,037
Roasters.....	32,477	37,519	29,834
Poultry.....	12,026	16,113	9,501
Turkeys.....	19,121	19,941	15,744
Ducks.....	2,194	3,489	2,814
Miscellaneous.....	15,390	17,910	11,300

PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on March 1, 1934:

	Mar. 1, 1934.	Feb. 1, 1934.	Mar. 1, 1933.
	M lbs.	M lbs.	M lbs.
Butter, creamery.....	36,842	75,995	11,580
Cheese, American.....	54,383	65,476	46,992
Cheese, Swiss.....	8,363	8,517	3,727
Cheese, Brick & Munster.....	523	492	404
Cheese, Limburger.....	720	636	592
Cheese, all other.....	3,190	3,368	4,016
Eggs, shell, cases.....	90	50	163
Eggs, frozen.....	39,723	49,910	40,450

CANNED POULTRY SHOWS GAIN.

Poultry canned in January showed an increase of 3.54 per cent over the quantity canned in the same month a year ago. Twenty companies packed 1,471,500 lbs. during the month compared with 1,421,105 lbs. in January, 1933.

PACKINGHOUSE BY-PRODUCT YIELDS.

The estimated yield and production of by-products from slaughters under federal inspection in December, 1933, with comparisons:

	Average wt. per animal.	Per cent of live weight.	Production	Per cent of live weight.
	Dec. 1, 1932, to Nov. 30, 1933.	December, 1933.	Dec. 1, 1932, to Nov. 30, 1933.	December, 1933.
	Lbs.	Pct.	M lbs.	Pct.
Edible beef fat ¹	37.68	3.95	318,064	110.60
Edible beef offal.....	30.27	3.17	255,336	108.26
Cattle hides.....	62.92	6.60	535,044	46,193
Edible calf fat ¹	7.54	0.75	6,405	137.28
Edible calf offal.....	6.36	0.62	30,687	637
Lard ²	35.91	3.77	1,692,849	150,287
Edible hog offal.....	6.58	0.68	310,061	85.00
Edible pig fat ¹	15.37	1.58	723,832	60,350
Inedible hog grease ²	2.80	0.29	132,502	11,958
Sheep edible fat ¹	1.72	0.17	29,537	2,374
Sheep edible offal.....	1.98	0.20	34,029	2,573

¹Unrendered. ²Rendered.

JANUARY LARD EXPORTS.

Exports of lard, neutral lard and cooking fats other than lard, with countries of destination, are as follows:

	Lard, lbs.	Other cooking fats, lbs.	Neutral lard, lbs.
Belgium.....	1,825,285	38	194,146
Czechoslovakia.....	30,470		42,711
Denmark.....	41,250		
Finland.....	699,621		4,405
France.....	181,659		4,222
Germany.....	5,731,147	11,000	10,041
Irish Free State.....	159,600		
Italy.....	1,202,010		
Malta, Gozo and.....			
Cyprus.....	218,400		
Netherlands.....	2,461,699	3,700	20,319
Norway.....	20,773		46,446
Sweden.....	27,512		
Switzerland.....	11,349		
United Kingdom.....	30,555,700	36,192	54,361
Canada.....	535,855		
British Honduras.....	24,087		
Costa Rica.....	39,350		
Guatemala.....	207,200		
Nicaragua.....	10,068		
Panama.....	157,481	28,899	
Mexico.....	4,383,130	7,543	5,977
Miq. and St. Pierre.....	11,526		
Cuba.....	949,791		
Dominican Republic.....	476,910		
Haiti.....	191,299		
Virgin Island.....	16,698	13,716	
Ecuador.....	373,630		
Peru.....	32,264		
Venezuela.....	537,095		
Union So. Africa.....	26,371		
Canary Islands.....	19,490		
Other.....	131,116	50,746	36
Total.....	51,201,900	214,480	382,605
Value.....	\$2,795,232	\$19,557	\$21,479

January exports compare with December exports of 54,778,014 lbs. of lard, 206,893 lbs. of other cooking fats and 432,879 lbs. of neutral lard.

There was shipped in January 17,289 lbs. of lard and 262,077 lbs. of other cooking fats to Hawaii and 1,526,775 lbs. of lard and 35,132 lbs. of other cooking fats to Puerto Rico.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A very firm situation continued in the tallow market in the East the past week, but the turnover was rather moderate. The latter was due partly to limited offerings and firm ideas on the part of producers, who continue to be well sold up. As a result the market appears to be in a fairly strong position. During the week there were moderate sales from time to time at 3½c f.o.b. for extra New York, or unchanged from previous levels, but the best point of the upward movement to date. Buyers appeared willing to trade at that level.

While there were export inquiries in the market during the week, and foreign exchange rates ruled very firm, little actual export business in tallow appeared to have been put through. At time, however, it looked as though some business had been accomplished, but there was a tendency to keep export sales under cover. Export shipments of tallow from New York so far this month have been 724,420 lbs.

At New York special was quoted at 3½c, extra 3½c and edible 4½c.

At Chicago there was a fair scattered trade this week, with several tanks low grade tallows moving at 3c delivered mid-eastern point, and 3½c delivered Cincinnati bid for small packers prime tallow, delivery second half April refused. There were a few scattered offerings available at this price for nearby shipment. Edible was quoted at 4c, fancy 3½@3½c, prime packers 3½@3½c, No. 1 at 3½@3½c, and No. 2 at 3c.

At the London auction 701 casks were offered this week and only 14 sold at unchanged to 6d lower than previous sales, with mutton quoted 22@24s, beef 20@22s and mixed 18s 6d@20s. At Liverpool, Argentine beef tallow, April-May shipment, was unchanged at 19s 3d, while Australian good mixed, April-May, Liverpool, was unchanged at 18s 6d.

STEARINE—The market was quiet and steady at New York with oleo quoted at 5½c plant. At Chicago the market was rather quiet but steady with sales at 5½c.

OLEO OIL—The demand was moderate at New York with the market very steady. Extra was quoted at 5½@5½c, prime 5@5½c and lower grades 4½c. At Chicago demand was fair and the market firm, with extra quoted at 5½c.

LARD OIL—Demand was fair at New York and the market steady with

prime quoted at 10¼c, extra winter 8c, extra 7¼c, extra No. 1 at 7¼c, No. 1 at 7c, No. 2 at 6½c.

See page 32 for later markets.

NEATSFOOT OIL—Demand has been better of late and the market steady, with pure New York quoted at 13c, extra 7¼c, extra No. 1 at 7¼c and cold test 16½c.

GREASES—A moderate trade but a very steady to firm market ruled greases at New York the past week. Demand was fairly good, but buyers were attempting to shade prices. Producers, however, were firm in their ideas and some business passed in house grease at 3¼c f.o.b., while sales of outside greases were reported at 3½c delivered. In some directions, there was a tendency to look upon the market as a little softer in spots. With tallow holding, however, and no particular quantities of greases overhanging the market, the undertone was very steady. At New York, house was quoted at 3¼c f.o.b., yellow 3¼c delivered, A white 3½@3½c, B white 3½@3½c and choice white 4@4¼c.

At Chicago there was a moderate demand for choice white grease with limited quantities moving at 3½c, Chicago, for prompt. More offered at 3½c but 3½c still bid. Sale made early in week at 3½c, f.o.b. Chicago, April delivery. There was some scattered trading in other grades for prompt and forward. Brown was quoted at 2¼c, yellow 2½@3c, B white 3½c, A white 3¼c and choice white all hog at 3½c.

By-Products Markets

Chicago, March 15, 1934.

Blood.

Product in fair demand. Prices somewhat higher.

	Unit
Ground	Ammonia.
Unground	\$3.00@3.25
	2.95@3.20

Digester Feed Tankage Materials.

Situation continues quiet. Prices nominal.

	Unit
Unground, 10 to 12% ammonia.	\$2.50@2.65 & 10c
Unground, 8 to 10% ammonia.	2.55@2.70 & 10c
Liquid stick	@2.25

Dry Rendered Tankage.

Market quiet and prices somewhat easier.

Hard pressed and exp. unground per unit protein	\$.55@.57½
Soft prod. pork, ac. grease & quality, ton	@30.00
Soft prod. beef, ac. grease & quality, ton	@25.00

Packinghouse Feeds.

Demand continues fair and market steady. Raw bone meal continues to be offered at \$35.00.

	Per Ton.
Digester tankage meat meal	@35.00
Meat and bone scraps, 50%	@37.50
Steam bone meal, 65%, special feeding per ton	27.50@30.00
Raw bone meal for feeding	@35.00

Fertilizer Materials.

Situation in this market about unchanged.

High grd. tankage, ground, 10@12% am.	\$ 2.50@ 2.65
Bone tankage, ungrd., low gd., per ton	@18.00
Hoof meal	@ 2.60

Bone Meals (Fertilizer Grades.)

Market steady with last week.

Steam, ground, 3 & 50	\$18.00@20.00
Steam, unground, 3 & 50	15.00@17.00

Horns, Bones and Hoofs.

Interest appears to be picking up. Prices nominal.

Horns, according to grade	\$80.00@90.00
Mfg. shin bones	65.00@85.00
Cattle hoofs	30.00@35.00
Junk bones	14.00@15.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Little change in market. Prices nominal.

	Per ton.
Kip stock	\$12.00@15.00
Calif stock	12.00@15.00
Sinews, pizzles	@15.00
Horn piths	16.00@17.00
Cattle jaws, and knuckles	21.00@23.00
Hide trimmings (new style)	6.00@ 8.00
Hide trimmings (old style)	8.00@10.00
Pig skin scraps and trim, per lb.	3¢@ 3½c

Animal Hair.

Market steady with last week.

Summer coil and field dried	¼@ 1c
Winter coil dried	¼@ 1½c
Processed, black, winter, per lb.	6 @ 6½c
Processed, grey, winter, per lb.	5 @ 5½c
Cattle switches, each*	1½@ 2¼c

*According to count.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Mar. 14, 1934.

Last sales of ground tankage were at \$2.75 & 10c and unground tankage at \$2.65 & 10c f.o.b. New York, with some sellers asking higher prices which, as yet, have not been obtainable.

South American ground tankage is offered at from \$3.10 & 10c to \$3.25 & 10c, c.i.f. U. S. ports.

Ground dried blood sold at \$3.25 per unit f.o.b. New York, which is the present asking price and is above most buyers' views. South American is offered at \$3.15 per unit c.i.f. U. S. ports.

Foreign bone meal, both steamed and raw, is firm in price.

GEO. H. JACKLE

Broker

Tankage, Blood, Bones
Cracklings, Bonemeal
Hoof and Horn Meal

Chrysler Bldg.,
405 Lexington Ave.
New York City

DISCUSS OIL EXCISE TAX.

Testimony both for and against the excise tax on coconut and sesame oils was given this week before the Senate finance committee. The revenue bill embodying this tax clause already has passed the House. Farm and dairy interests sought to keep the clause in the bill while representatives of certain industrial consumers opposed the measure. The latter contended that in the final analysis the tax will be a penalty on the American laborer, soap factories, consumers of soap, shipping interests and American copra crushers.

John B. Gordon, appearing for the Bureau of Raw Materials for American Vegetable Oils and Fats Industries, pointed out that oleomargarine manufacturers who were seeking to be penalized by the provision could pay the tax and still undersell butter by from 5c to 12c per pound. Seventy per cent of the coconut oil supply is used in soap, rubber and tanners oils, he said, so that a tax on this consumption would not benefit the dairyman. On the other hand, a tax on refined edible coconut oil only would afford the dairyman identically the same protection that he would receive from a tax on all coconut oil.

It was denied that beef cattle prices would increase through taxing coconut oil, on the theory that tallow would be used as a substitute in the manufacture of soap, as claimed by the livestock industry. If the tax was reflected in cattle values it was asserted that the advance would be only 2½c on a 1,000 lb. steer, which would yield only 5.36 lbs. of inedible tallow.

F. M. Barnes, vice-president of Procter & Gamble, appeared on behalf of American laundry soap manufacturers. He pointed out that in the refining of cottonseed oil there is a loss of 8 to 9 per cent in weight in the form of cottonseed foots. These foots are used by soap manufacturers as a secondary fat.

"The soap manufacturer is in the unfortunate position of producing none of his raw materials in the form of fats and oils," Mr. Barnes said, "but

(Continued on page 41.)

COTTON OIL STOCKS LARGE.

Attention was directed recently by representatives of the National Cottonseed Products Association to the increase in the amount of cottonseed oil on hand at the beginning of each of the last three crop years, as follows: On August 1, 1931, the amount on hand totaled 317,015,000 lbs.; a year later 628,420,000 lbs.; and on August 1, 1933, stocks had increased to 676,163,000 lbs.

Average prices of refined oil ranged from a high of 9.08c per pound on August 1, 1931, to a low of 4.09c per pound the following year. On August 1, 1933, the average price was 4.32c. The average price paid to the producer for cottonseed was \$30.93 per ton in 1931, \$9.51 in 1932 and \$10.40 in 1933.

These facts were presented with the statement that "the imposition of a tax on imported oils will reduce the use of the foreign oils and thereby increase the consumption of cotton oil. If they are completely excluded, the surplus cotton oil will be quickly absorbed and cottonseed will be restored to a price of \$30.00 per ton or more."

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Mar. 15, 1934.—Larger interest in cotton oil this week was due to numerous measures pending in Washington. Buyers were more friendly to market and sellers less anxious to dispose of their holdings. Many mills expect 5c crude oil in the next ninety days provided the Bankhead bill or a satisfactory excise tax bill is adopted. Crude was 4½c for Valley and ½@¼c lower than western markets. Bleachable was around 5c lb., Gretna. Soapstock was firmer, there being apparently more buyers than sellers at present.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Mar. 15, 1934.—Crude cottonseed oil, 4½c lb.; forty-one per cent protein cottonseed meal, \$24.00; loose cottonseed hulls, \$8.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Mar. 15, 1934.—Prime cottonseed oil, 4½c lb.; forty-three per cent meal, \$23.50; hulls, \$10.00.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., March 14, 1934.

It would require a capable writer of fiction to do justice to today's cottonseed meal market. It was dull and lifeless. Interest was lacking both from a selling and buying standpoint, and the only thing that might be said in its favor was that in its action, it was in no wise different than cotton and grains. Losing ground early, it recovered some of its losses on a later call and closed unchanged to 15c lower. The early months continue to hold relatively firm, due to the cash situation in which first hands are showing no disposition to shade prices.

Cottonseed closed unchanged in a market as dull as meal.

OLEO PRODUCTS EXPORTED.

Exports of oleo oil, oleo stock and oleo stearine from the United States during January, 1934, with countries of destination, are reported as follows:

	Oleo oil, lbs.	Oleo stock, lbs.	Oleo stearine, lbs.
Belgium	76,981	.....	.....
Denmark .....	.....	20,199	.....
France	24,506	.....	11,270
Germany	157,223	193,148	.....
Greece	36,000	.....	.....
Irish Free State	57,358	.....	17,228
Netherlands	365,678	187,247	34,432
Norway	55,018	17,300	9,156
Sweden	49,887	175,044	.....
Switzerland	24,673	.....	.....
United Kingdom	754,022	48,280	356,052
Canada .....	.....	.....	40,207
Mexico	11,250	.....	.....
Newfoundland and Laborador	11,542	.....	.....
Cuba .....	.....	10,331	.....
Neth. West Indies .....	.....	200	.....
Ecuador .....	.....	.....	1,544
Hong Kong	17,945	.....	.....
Total	1,617,387	665,993	480,220

Value of oleo oil exported amounted to \$95,263, oleo stock to \$39,216 and oleo stearine to \$24,922.

COTTON OIL TRADING.

COTTONSEED OIL — Demand was fair and the market very steady with futures. Southeast crude 4½c, bid; Valley, 4½@4¼c; Texas, 4@4½c, nominal.

Market transactions at New York:

Friday, March 9, 1934.

Spot	—Range—			Closing—
	Sales.	High.	Low.	Bid. Asked.
Mar. ....	.....	.....	.....	a
April ....	.....	.....	.....	520 a 535
May	77	540	539	539 a 542
June ....	.....	.....	.....	545 a 565
July	2	564	564	564 a trad
Aug. ....	.....	.....	.....	565 a 585
Sept.	97	585	582	584 a 585
Oct.	27	596	590	590 a trad

Sales, including switches, 203 contracts. Southeast crude, 4½c sales and bid.

Saturday, March 10, 1934.

Spot	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.
.....	10	.....	.....	.....	6	8
.....	540	536	540	566	585	588
.....	538	540	560	566	583	585
.....	538	540	560	566	583	585
.....	538	540	560	566	583	585
.....	538	540	560	566	583	585
.....	538	540	560	566	583	585
.....	538	540	560	566	583	585

Sales, including switches, 24 contracts. Southeast crude, 4½c bid.

Monday, March 12, 1934.

Spot	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.
.....	3	.....	5	.....	1	.....	5	.....
.....	525	525	540	540	566	568	585	588
.....	525	525	540	540	566	568	585	588
.....	525	525	540	540	566	568	585	588
.....	525	525	540	540	566	568	585	588
.....	525	525	540	540	566	568	585	588
.....	525	525	540	540	566	568	585	588
.....	525	525	540	540	566	568	585	588

Sales, including switches, 14 contracts. Southeast crude, 4½c bid.

Tuesday, March 13, 1934.

Spot	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.
.....	6	.....	41	.....	.....	.....	23	.....
.....	525	525	546	541	564	565	589	585
.....	525	525	546	541	564	565	589	585
.....	525	525	546	541	564	565	589	585
.....	525	525	546	541	564	565	589	585
.....	525	525	546	541	564	565	589	585
.....	525	525	546	541	564	565	589	585
.....	525	525	546	541	564	565	589	585

Sales, including switches, 70 contracts. Southeast crude, 4½c bid.

Wednesday, March 14, 1934.

Spot	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.
.....	.....	.....	1	.....	.....	.....	3	.....
.....	520	525	543	543	562	565	582	585
.....	520	525	543	543	562	565	582	585
.....	520	525	543	543	562	565	582	585
.....	520	525	543	543	562	565	582	585
.....	520	525	543	543	562	565	582	585
.....	520	525	543	543	562	565	582	585
.....	520	525	543	543	562	565	582	585

Sales, including switches, 4 contracts. Southeast crude, 4½c bid.

Thursday, March 15, 1934.

Spot	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.
.....
.....	515	525	543	543	562	565	582	585
.....	515	525	543	543	562	565	582	585
.....	515	525	543	543	562	565	582	585
.....	515	525	543	543	562	565	582	585
.....	515	525	543	543	562	565	582	585
.....	515	525	543	543	562	565	582	585
.....	515	525	543	543	562	565	582	585

See page 32 for later markets.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Fairly Active—Prices Very Steady—Cash Trade Satisfactory—Crude Oil Firm—Statistical Position Improved—Washington Developments Awaited—Lard Action Disappointing.

A fairly good volume of trade featured the market in cotton oil futures the past week, although at times trade fell off to small proportions. The undertone, however, was very steady, and prices held within striking distance of the best levels of the season. Commission house trade, professional operations, and refiners' interests were on both sides throughout the week, with little particular feature to the trade.

There was further switching from the nearby to the later months, but indications were that the March position was pretty well evened up while the open interest in May oil is being cut down rapidly and going into the distant positions both on the part of speculators and refiners. Speculative elements were inclined to switch their holdings as far away as possible while refiners were content to transfer hedges from nearby to later months.

Market Shows Strength.

Most of the week the market showed an undercurrent of strength. This was due to the satisfactory cash trade in oil, firmness in crude in the South, and expectations of favorable developments on cotton crop control. At the same time, inflationary talk again overspread the markets and had some influence on oil values, but the President has indicated that he is against inflationary developments. However, more or less uncertainty as to influencing legislation for the immediate future, together with a delay in the passage of the Bankhead cotton production control bill in the House, brought about a waiting attitude.

Conditions within the market itself were very healthy and it was this phase of the situation that brought about sufficient absorption to take care of liquidation and fresh hedge selling. February consumption of 255,800 bbls. exceeded general expectations and com-

pared with around 178,000 bbls. in February last year.

At the same time the visible supply of oil in all positions on March 1 was 2,942,000 bbls. against 3,044,000 bbls. at the same time last season, the best showing in the visible stocks in some time. To some extent the lighter visible is due to seed receipts so far this season of 3,859,000 tons against 4,126,000 tons the same time last season.

Oil Distribution Satisfactory.

Reports indicate that thus far this month's distribution of oil continued at a very satisfactory pace. Growing opposition was noted to the 5c per pound coconut and sesame oil tax.

Crude markets were firm throughout the week and moderately active with Southeast 4½c sales and bid; Valley 4½c and Texas 4@4½c nominal. At one time the activity in the futures market was said to have been against considerable trade in actual oil, the latter presumably to some extent crude oil.

The western lard market made a disappointing showing during the week and was again somewhat discouraging to some of the longs in oil. A halt in governmental purchases of hog products for relief had some influence, but hogs were easier, although marketings were moderate. A fair decrease in Chicago lard stocks for the first half of March was looked for in trade circles.

COCOANUT OIL—Demand was small and routine and the market unchanged awaiting developments. At New York tanks were quoted at 2½@3c, according to position. At the Pacific Coast tanks were quoted at 2½@2½c.

CORN OIL—The market was quiet during the week but rather steady. Sellers were holding for 4½c Chicago, while buyers were attempting to shade the market and showing interest at 4½@4½c.

SOYA BEAN OIL—The market was dull but steadily held and quoted at 6@6½c, f.o.b. mills.

PALM OIL—Demand was quiet but there was no pressure of offerings from

abroad. As a result and with firm exchange rates the market ruled steady with spot Nigre New York nominally 3½c, shipment Nigre 3.35c, 12½ per cent acid 2.85c, 20 per cent 2.80c, 40 per cent 2.75c and Sumatra 2½c.

PALM KERNEL OIL—The market was inactive and nominally quoted at 3½@3½c bulk in bond, New York.

OLIVE OIL FOOTS—The market ruled quiet during the week but the tone was steady and prices quoted 6½@7c, New York.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—The market was quiet and quoted at 4½@4½c, f.o.b. mills.

PROTEST OIL TAX.

State hospital associations and numerous hospital heads have registered opposition to the proposed taxation of soap-making oils and fats shipped into this country from abroad. These institutions state that such a tax would raise the cost of the large quantity of soap purchased by hospitals an estimated 100 per cent. It is their belief that any increase in the price of soap will be a direct tax on hospital charity, and the health and sanitation of the American people.

COTTONSEED PRODUCTS EXPORTS

Exports of cottonseed products for five months ending January 31, 1934, compared with those of the same period a year earlier are reported by the Department of Commerce as follows:

	1934.	1933.
Oil, crude, lbs.....	10,654,295	21,429,787
Oil, refined, lbs.....	3,467,419	4,052,050
Cake and meal, tons (2,000 lbs.)	66,585	110,423
Linters, running bales.....	84,574	84,237

HULL OIL MARKETS.

Hull, England, Mar. 14, 1934.—(By Cable.)—Refined cottonseed oil, 51s; Egyptian crude cottonseed oil, 14s 6d.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were barely steady the latter part of the week on mixed trade and some hedging. Market was awaiting Washington developments. It is reported government will resume hog buying next Monday, and ask bids on meats and lard. Hogs were easy at a top of \$4.55.

Cottonseed Oil.

Cotton oil was barely steady. Mixed trade, lack of pressure and outside easiness were chief factor. Market is awaiting cotton bill passage. Cash demand is fairly good; Southeast crude, 4½c lb. bid; Valley, 4½c lb. sales; Texas, 4½c lb. nominal.

Quotations on bleachable cottonseed oil at New York Friday noon were: March, \$5.10b; April, \$5.20@5.21; May, \$5.30; June, \$5.35@5.55; July, \$5.54@5.55; Aug., \$5.55@5.70; Sept., \$5.73@5.74; Oct., \$5.75@5.79.

Tallow.

Tallow, extra, 3½c lb. f.o.b.

Stearine.

Stearine, 5½c lb. plants.

Friday's Lard Markets.

New York, Mar. 16, 1934. — Lard, prime western, \$5.40@5.50; middle western, \$5.20@5.30; city, 4½@5c; refined Continent, 5½c; South American, 5½c; Brazil kegs, 5½c; compound, car lots, 7½c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, March 16, 1934.—General provision market dull and weak. Hams and lard in slow trade. No demand for picnics.

Friday's prices were as follows: Hams, American cut, 90s; hams, long cut, exhausted; Liverpool, shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, exhausted; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 78s; Canadian Cumberlands, 72s. Spot lard was quoted 30s.

LIVERPOOL PROVISION MARKETS.

Arrivals of Continental bacon in the United Kingdom for the week ended March 1, 1934, totaled 48,446 bales against 50,290 bales the previous week and 73,581 at the same time last year. Prices of first quality product at Liverpool for the week ended March 1, with comparisons, are quoted as follows:

	Mar. 1, 1934.	Feb. 22, 1934.	Mar. 1, 1933.
American green bellies.....	Nom.	Nom.	\$ 6.88
Danish green sides.....	\$21.71	\$22.04	9.78
Canadian green sides.....	19.44	19.90	8.76
American short cut green hams.....	22.48	22.73	8.55
American refined lard.....	7.31	7.25	8.83

Does your hog buyer know all he should about the hogs he buys? Wouldn't "PORK PACKING," The National Provisioner's newest book, be a good investment for you? Write for information.

BRITISH PROVISION IMPORTS.

Liverpool provision imports during February, 1934, reported by Liverpool Provision Trade Association:

	Feb., 1934.
Bacon (including shoulders) cwt.	22,741
Hams, cwt.	17,547
Lard, tons	1,345

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwt.	Hams, cwt.	Lard, tons.
February, 1934.....	5,428	4,210	446
January, 1934.....	6,314	5,077	320
February, 1933.....	1,341	5,586	596

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Mar. 1, 1934, show exports from that country were as follows: To the United Kingdom, 80,786 quarters; to the Continent, 12,156. Exports the previous week were: To England, 157,444 quarters; to Continent, 9,928.

WOOL TRADE IS FAIR.

Volume of business being transacted at Boston this week by a few wool houses is fair, but there are a number of concerns that are not even getting any substantial inquiries. Most of the business being done is on 66s and finer territory wools, with the largest volume on 64s and finer qualities. Strictly combing 66s, three-eighths blood territory wools are fairly firm at 80@83c scoured basis. Sales of strictly combing 58s, 60s, half-blood territory wools are being closed at 82@85c, scoured basis. Average French combings, 64s

and finer territory wools in original bags selling at 82@84c, scoured basis. Domestic wools were quoted as follows:

Domestic fleeces, grease basis—	
Ohio & Penn., fine clothing.....	29 @30
Ohio & Penn., fine delaine.....	35 @37
Ohio & Penn., ½-blood, combing.....	36 @37
Ohio & Penn., ½-blood, clothing.....	31 @32
Ohio & Penn., ¾ combing.....	42 @43
Ohio & Penn., ¾ combing.....	41 @42
Ohio & Penn., ¾ clothing.....	37 @38
Low, ¾ combing.....	34 @36
Territory, clean basis—	
Fine staple.....	86 @88
Fine, fine French, combing.....	82 @84
Fine, fine medium, clothing.....	80 @81
½-blood, staple.....	83 @85
¾-blood, staple.....	81 @83
¾-blood, staple.....	73 @75
Low, ¾-blood.....	65 @67
Texas, clean basis—	
Choice, 12 months.....	86 @88
Average, 12 months.....	83 @85
Fine, 8 months.....	79 @80
Fall.....	72 @73
California, clean basis—	
Northern.....	73 @76
Southern.....	72 @73
Pulled, scoured—	
Choice AA.....	98 @1.02
AA.....	95 @97
Fine A.....	90 @93
A super.....	85 @87
B super.....	73 @80
C super.....	68 @72

CHICAGO PROVISION STOCKS.

Stocks of meat and lard on hand in Chicago, March 14, 1934:

	Mar. 14, 1934.	Feb. 28, 1934.	Mar. 14, 1933.
P. S. lard, made since Oct. 1, '33, lbs.	49,252,132	49,840,352	10,761,570
P. S. lard, made Oct. 1, '32 to Oct. 1, '33, lbs.	58,894,179	59,313,848	.....
Other kinds of lard, lbs.	5,941,400	6,144,570	6,238,280
D. S. Cl. Bellies, made since Oct. 1, '33, lbs.	14,163,268	14,537,300	10,026,453
D. S. Cl. Bellies, made prev. to Oct. 1, '33, lbs.	1,280,339	1,498,500	.....
D. S. Rib Bellies, made since Oct. 1, '33, lbs.	1,824,081	1,897,367	1,852,354
Ex. Sh. Cl. Sides, made since Oct. 1, '33, lbs.	900	900	1,400

PRODUCTION AND CONSUMPTION OF COTTON SEED AND PRODUCTS.

Cotton seed received, crushed, and on hand, and cottonseed products manufactured, shipped out, and on hand for six months, ended February 28, 1934 and 1933.

	COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).		On hand at mills	
	Received at mills* Aug. 1 to Feb. 28, 1934.	Crushed Aug. 1 to Feb. 28, 1934.	1934.	1933.
United States.....	3,858,892	4,125,802	742,240	970,094
Alabama.....	208,794	219,461	50,372	34,596
Arizona.....	37,063	27,164	32,246	7,130
Arkansas.....	207,165	249,437	58,437	66,487
California.....	86,640	52,599	49,530	8,124
Georgia.....	329,168	282,134	230,856	59,005
Louisiana.....	129,439	164,178	141,491	23,610
Mississippi.....	436,258	491,844	376,684	134,038
North Carolina.....	218,325	210,208	179,978	19,094
Oklahoma.....	357,670	345,424	371,901	33,812
South Carolina.....	170,276	185,964	168,765	18,454
Tennessee.....	271,068	398,452	280,353	71,917
Texas.....	1,282,673	1,344,188	1,162,980	230,411
All other states.....	64,331	54,949	48,692	8,496

*Includes seed destroyed at mills but not 220,988 tons and 300,024 tons on hand Aug. 1, 1934 and 1933 respectively.

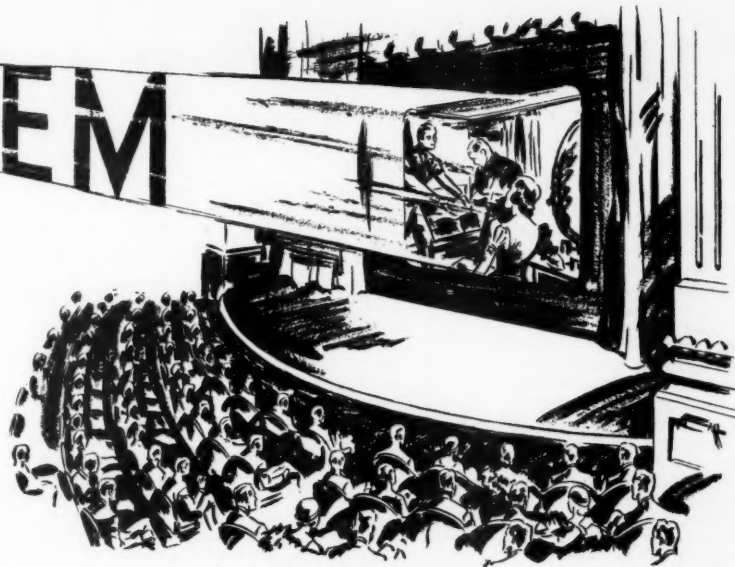
Item.	Season.	COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.	
		On hand August 1, 1934.	Produced Aug. 1 to Feb. 28, 1934.
Crude oil.....	1933-34	\$51,269,417	1,081,984,313
(pounds).....	1932-33	29,523,581	1,068,880,671
Refined oil.....	1933-34	\$167,631,574	\$810,468,897
(pounds).....	1932-33	628,420,148	831,094,054
Cake and meal.....	1933-34	160,874	1,506,848
(tons).....	1932-33	114,656	1,557,566
Hulls.....	1933-34	76,686	880,634
(tons).....	1932-33	162,773	979,072
Linters.....	1933-34	70,786	617,488
(running bales).....	1932-33	235,521	544,748
Hull fiber.....	1933-34	985	34,396
(500-lb. bales).....	1932-33	4,138	15,618
Grubots, motes, etc.....	1933-34	3,216	29,080
(500-lb. bales).....	1932-33	15,250	19,109

*Includes 4,274,646 and 17,981,021 pounds held by refining and manufacturing establishments and 14,329,860 and 22,638,630 pounds in transit to refiners and consumers August 1, 1933, and February 28, 1934, respectively.

†Includes 5,498,953 and 2,996,513 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 12,642,917 and 2,293,912 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1933, and February 28, 1934, respectively.

**Produced from 879,647,643 pounds of crude oil.

SHOW 'EM



... and SELL 'EM!

THE movie people find that the best way to get customers for a film is to show a *preview*.

A *preview* sells sausages, too. In Cellophane transparent wrapping, sausages get out on the counter where people can *see* them—reach for them.

Mr. A. F. Goetz, President of Albert F. Goetz, Inc., of Baltimore, Md., says: "Since using the Cellophane wrap on our one-half pound and one pound 'Old Southern Style Pork Sausage' packages, our sales of this item

have increased by *more than 100%*.

"Our rapidly growing business in this and other Cellophane wrapped merchandise has firmly convinced us that quality merchandise and Cellophane packaging constitute a certain means of increasing consumer demand."

Our field representative can give you some suggestions about the package you are planning right now. Du Pont Cellophane Co., Inc., Empire State Building, New York City.

100% INCREASE IN PORK SAUSAGE SALES!



Live Stock Markets

CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, Mar. 15, 1934.

CATTLE—Compared with last Friday: Strictly choice yearlings and steers scaling up to 1,500 lbs., strong to 25c higher; lower grade yearlings, about steady; medium to strictly good weighty bullocks, weak, instances 25c lower. Early advance on all grades of yearlings and heavy steers was lost; close very slow; light heifer and mixed yearlings, steady to 25c lower; cows, about steady; bulls, strong to 10c higher; vealers, strong to 50c higher. It was largely a steer and yearling run; weighty steers sold closer to yearlings on grade for grade basis than any time this season. Light cattle were in fairly broad demand. It was largely a \$5.25 @7.00 market, with best long yearlings \$7.60; best 1,400-lb. bullocks, \$7.50. All weighty bullocks sold at week's best time, highest since last August, 1,500-lb. averages selling up to \$7.00; top yearling heifers, \$6.50.

HOGS—Compared with last Friday: Weights below 250 lbs., steady to 10c lower; heavies, 5@10c higher; pigs and packing sows, steady. Receipts increased and demand continued rather narrow; late top, \$4.65, highest of week, dime below last Friday; bulk better grade 180 to 300 lbs., \$4.50@4.60; big weights, down to \$4.35 and below; 140 to 180 lbs., unevenly \$3.50@4.50; pigs, \$2.50@3.25; packing sows, largely \$3.70 @3.85. A big proportion of run comprised plain offerings selling at discounts of 15@50c and more.

SHEEP—Compared with last Friday: Generally little change on slaughter classes, fat lambs having lost practically all of week's early price gains. Active shipper competition was principal support of early price rise, but expanded marketward movement was the decided factor in another sharp price reaction late. Week's top, \$9.90 only 25c below season's practical extreme; late top, \$9.40, with many late sales woolled lambs \$9.25 downward; clipped lambs, \$7.75@8.25; late bulk, below \$8.00; fat ewes, \$5.00@5.50.

KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., Mar. 15, 1934.

CATTLE—Some improvement in the eastern dressed meat trade reflected a

stronger undertone in the fed steers and yearlings market, and values are steady to 15c higher than last Friday. Choice 1,088-lb. steers scored \$6.95 for top, while 1,234-lb. averages brought \$6.75. Well finished heavies scaling around 1,400 lbs. made \$6.10, and some 1,502-lb. weights went at \$5.75. A load of 1,926-lb. bullocks sold for \$4.50. Fed heifers and mixed yearlings were scarce and values advanced around 25c, while slaughter cows are strong to 15c up. Bulls held about steady, but vealers closed 50c higher, with the late top at \$6.50.

HOGS—Trade in hogs was rather uneven all week. A stronger feeling developed at the close, and final values are mostly 5@10c higher than last Friday. Shippers paid up to \$4.35 on Thursday for choice 190- to 240-lb. weights for the week's top, while late bulk of more desirable 180- to 325-lb. weights cleared from \$4.20@4.30. Underweights ranged from \$3.50@4.15, according to weight and finish. Packing sows are about 10c higher at \$3.50 @3.85.

SHEEP—Sharp advances were scored in fat lambs early in week only to be erased in a slow week-end trade. Closing levels are steady to 15c higher. At mid-week choice fed lambs scored \$9.65, while at the close the best had to sell at \$9.10, with others at \$9.00 and down. A few shorn lambs were noted at \$7.65 @7.85. Mature sheep were strong to 25c higher at the opening, but most of the advance was lost on the final session. Best fat ewes reached \$5.65, with others at \$5.00@5.60.

ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Mar. 15, 1934.

CATTLE—Virtually all classes of cattle showed higher price trends the current week under a light supply. Steers, mixed yearlings and heifers, as compared with the previous Friday, were 25@35c higher, some easiness shown in late deals; beef cows, 15@25c higher; cutters and low cutters, mostly steady; bulls, 10c higher; vealers, 50c higher. Top 1,055-lb. yearling steers registered \$7.00, and some 1,150-lb. steers \$6.85, with bulk of steer sales between \$4.60@6.00. Top mixed yearlings registered \$6.50, and straight heifers \$6.10, with most good and choice mixed yearlings and heifers \$5.25@5.75. Medium fleshed kinds,

\$4.50@4.85. Beef cows sold largely at \$3.00@3.75; low cutters, \$1.25@1.75; top sausage bulls, \$3.25; top vealers, \$6.50.

HOGS—Changes were small in hog trade this week, and for the period under review most offerings finished steady to 10c lower; some light lights a little higher. Thursday's top was \$4.65, bulk of hogs selling at \$4.50@4.60; packing sows, \$3.50@3.65.

SHEEP—Fat lambs advanced sharply until the top again reached \$10.00 but reacted to finish but 25c higher for the week. Packer top was \$9.75 for week, bulk of woolled lambs selling at \$9.25@9.60; late sales, around \$9.00; clipped lambs, \$7.75@8.25; slaughter ewes, \$4.50@5.50.

OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., Mar. 15, 1934.

CATTLE—Demand was broad for all killing classes, and although receipts were liberal, any bearish tendency to prices on account of heavy runs was offset by an unusually broad shipping demand and an improved local packer demand. Compared with last Friday, current prices are strong to mostly 25c higher on all killing classes, with instances of more upturn on weighty steers. Choice 1,352-lb. steers sold at \$6.85; long yearlings, \$6.90; part load of 1,210-lb. weights, \$6.00. Choice heifers sold up to \$6.00, including 1,018-lb. weights. Odd head of choice selected vealers sold up to \$7.00.

HOGS—Compared with last Saturday, hogs steady to weak. Thursday's top, \$4.20, with following bulks: Good and choice 180- to 300-lb. averages, \$4.00@4.15; medium grade, down to \$3.75; good and choice 140 to 180 lbs., \$3.00@4.00; medium grade, down to \$2.75; 300 to 350 lbs., \$3.85@4.00; packing sows, \$3.40@3.60; stags, \$2.75@3.25; pigs, \$1.75@2.50; killer pigs, up to \$3.00.

SHEEP—Market on slaughter lambs followed an uneven course advancing on Monday but losing most of the upturn later. Thursday's prices, as compared with last Friday, show a 10@15c gain on lambs; yearlings and matured steady. Thursday's bulk fed woolled lambs, \$8.50@8.85; top, \$9.00; good and choice ewes, \$4.00@5.50.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., March 14, 1934.

CATTLE—Compared with Friday of last week, slaughter steers and yearlings sold strong to 25c higher, but showed weakness at the full advance. She stock was fully steady and bulls ruled 10@15c higher. Vealers were mostly steady. Good to choice fed yearlings and lightweight steers brought \$5.50@6.25, comparable grade heavies \$4.50@5.50. Good heifers sold at \$4.50@5.50 according to weight, plainer sorts down to \$3.00. Beef cows ranged \$2.50 @3.75, cutter grades \$1.25@2.25, and bulls \$2.00@3.00. Choice vealers earned \$5.50@6.00, extreme top \$6.50.

HOGS—Compared with last Friday, prices of most barrows and gilts are 15@20c lower, packing sows weak to

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10c lower. On today's market better 170- to 270-lb. sold at \$4.00@4.10, heavier weights and medium grades down to \$3.75, most 140- to 160-lb. \$3.25@3.85, killer pigs \$2.50@3.00, bulk packing sows \$3.40@3.60.

SHEEP—Slaughter lambs this week regained part of the loss suffered early last week. The upturn amounted to about 50c, fat lambs selling here Tuesday at \$9.00@9.35, medium grades at \$8.00@8.50, common kinds at \$7.00@7.50. Fat ewes ruled largely steady at \$3.50@5.25.

ST. JOSEPH

Reported by U. S. Bureau of Agricultural Economics.

St. Joseph, Mo., Mar. 15, 1934.

CATTLE—A gain of 25@40c on steers over 900 lbs. and 15@25c on lighter weights, Monday and Tuesday, sent prices to best levels of the season, but all advance was lost yesterday and today. Average quality improved considerably, and numerous loads brought \$6.25@6.50, with a few best yearlings \$6.75@6.85. Bulk of steers and yearlings brought \$5.00@6.15, some 1,300-lb. steers brought \$6.50. Most heifers brought \$4.25@5.50; choice 685-lb. heifers, \$6.00. Cows ruled strong to 25c higher; bulk, \$2.50@3.50; a few, \$3.75@4.00; cutter grades, \$1.50@2.35; bulls to 10c higher, mostly \$2.65@3.00; vealers unchanged; top, \$6.00.

HOGS—Good hogs of all weights active and strong for week, with most sales about 5c higher today than last Friday. Poorly finished and underweight descriptions dull and weak to 25c lower; sows, weak. Most good hogs, 180 lbs. and over, brought \$4.60@4.30 today; some 350- to 360-lb. heavies, \$4.15 and \$4.20; liberal supply of less desirable and mangy kinds, \$3.50@4.00; light lights, mostly \$3.40@3.90; good pigs, \$2.75@3.25; sows, largely \$3.40@3.75.

SHEEP—Week's fat lambs market very erratic, advancing 50@60c Monday and Tuesday, followed by an almost equal loss yesterday and today. Week's top on woolled lambs, \$9.65. A liberal run of 35 loads remained entirely unsold at one o'clock today. Bids were about steady with last week's close, at \$8.85 down, with indications of \$9.00@9.10 on best offerings, or about 15@25c net higher for the week. Choice 76-lb. Kansas spring lambs brought \$11.00, being the first springers of the season.

SIOUX CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., Mar. 15, 1934.

CATTLE—Frequent fluctuations netted little change in beef steer and yearling values this week. Choice long yearlings scored \$7.00, medium weight beefs sold up to \$6.50, and 1,400-lb. bullocks made \$6.00. Most grain feds turned at \$4.75@5.75, with general quality somewhat plain. Fed heifers strengthened, beef cows indicated little alteration, and low cutters and cutters finished weak to 25c lower. Load lots good to choice heifers made \$5.50, beef cows bulked at \$2.50@3.35, and majority of low cutters and cutters moved at \$1.35@2.25. After reaching a \$3.00 top, medium bulls dropped to \$2.85 and below. Vealers held firm; choice, \$6.00.

HOGS—Fairly liberal receipts about met trade requirements, and only minor price fluctuations were recorded. Local slaughter outlet continued broad, with a noticeable improvement noted in shipping demand. Compared with last Friday, most classes were rated steady. Thursday's top reached \$4.25; bulk 180- to 320-lb. weights, \$4.00@4.15. Good 140- to 180-lb. averages cleared at \$3.25@4.00, with plainer grades down to \$2.25 and below. Packing sows bulked at \$3.50@3.65.

SHEEP—An improved demand for lambs brought price schedules to a higher plane on early sessions, but late trading revealed a determined effort to bring selling levels around steady with last Friday. At mid-week, lamb prices ranged 25@35c higher; bulk, \$9.10@9.25; top, \$9.35. The week's high rested at \$9.55; one load of strictly choice fed western ewes, around 25c higher at \$5.85; odd lots natives and westerns, steady at \$5.00@5.50.

CORN BELT DIRECT TRADING.

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Mar. 15, 1934.

Receipts of hogs at 22 concentration points and 7 packing plants in Iowa and Minnesota continued light. Prices broke slightly early in the week, but much of the loss was regained later. Much of the quality was very poor, with many unfinished droves marketed. Compared with last Saturday, good to choice butchers are 5@10c lower; packing sows, practically unchanged; late bulk good to choice 180 to 260 lbs., mostly \$4.00@4.25; numerous long

hauls, \$4.30; 270 to 310 lbs., \$3.75@4.15. There were only a few short haul big weights below \$3.70; light lights, \$3.00@3.75; most packing sows, \$3.25@3.60, few up to \$3.70.

Receipts of hogs unloaded daily at these 22 concentration points and 7 packing plants for the week ended Mar. 15, were as follows:

	This week.	Last week.
Fri., Mar. 9.....	20,800	10,000
Sat., Mar. 10.....	24,800	9,000
Mon., Mar. 12.....	46,200	21,300
Tues., Mar. 13.....	16,300	12,600
Wed., Mar. 14.....	12,200	13,500
Thurs., Mar. 15.....	10,900	8,100

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week March 8:

BUTCHER STEERS.
Up to 1,050 lbs.

	Week ended March 8.	Prev. week.	Same week, 1933.
Toronto.....	\$ 6.50	\$ 6.50	\$ 4.75
Montreal.....	6.25	6.00	4.65
Winnipeg.....	5.50	5.50	4.00
Calgary.....	4.75	4.70	3.35
Edmonton.....	4.75	4.50	3.50
Prince Albert.....	3.85	.....	.....
Moose Jaw.....	4.75	4.50	3.75
Saskatoon.....	4.50	4.75	3.00

VEAL CALVES.

	Week ended March 8.	Prev. week.	Same week, 1933.
Toronto.....	\$ 8.50	\$ 9.00	\$ 8.25
Montreal.....	7.50	8.25	7.00
Winnipeg.....	6.50	7.50	6.50
Calgary.....	5.00	5.00	4.50
Edmonton.....	5.50	5.00	5.50
Prince Albert.....	6.00	.....	5.50
Moose Jaw.....	6.00	5.50	5.00
Saskatoon.....	6.00	5.50	5.00

SELECT BACON HOGS.

	Week ended March 8.	Prev. week.	Same week, 1933.
Toronto.....	\$10.25	\$10.40	\$ 5.35
Montreal.....	10.50	10.50	5.50
Winnipeg.....	9.50	9.90	4.75
Calgary.....	9.40	9.50	4.35
Edmonton.....	9.35	9.50	4.50
Prince Albert.....	9.45	9.00	4.45
Moose Jaw.....	9.50	9.05	4.50
Saskatoon.....	9.60	9.60	4.60

GOOD LAMBS.

	Week ended March 8.	Prev. week.	Same week, 1933.
Toronto.....	\$ 8.25	\$ 8.25	\$ 6.50
Montreal.....	7.50	7.00	8.00
Winnipeg.....	7.25	6.75	5.50
Calgary.....	6.50	6.00	4.25
Edmonton.....	6.25	6.25	4.35
Prince Albert.....	6.45	.....	.....
Moose Jaw.....	6.75	6.75	4.00
Saskatoon.....	6.00	5.75	.....

U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Mar. 9, 1934, as reported to THE NATIONAL PROVISIONER:

	Week ended March 9.	Prev. week.	Cor. week, 1933.
Chicago.....	68,521	136,008	92,731
Kansas City, Kan.....	23,853	71,827	47,685
Omaha.....	20,175	53,927	31,846
St. Louis & East St. Louis.....	35,213	53,869	69,297
Sioux City.....	17,877	49,468	20,716
St. Joseph.....	15,212	28,706	32,822
St. Paul.....	22,314	37,068	16,529
N. Y., Newark & J. C.....	39,114	51,014	43,583
Total.....	242,279	482,787	355,159

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SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended March 10, 1934.

CATTLE.			
	Week ended, Mar. 10.	Prev. week.	Cor.
Chicago	26,244	32,673	21,075
Kansas City	19,079	24,390	15,254
Omaha	16,911	18,854	14,473
East St. Louis	15,650	15,297	12,276
St. Joseph	8,850	7,188	5,149
Sioux City	8,804	10,307	5,019
Wichita	2,775	2,636	1,439
Fort Worth		4,286	3,835
Philadelphia	1,598	1,720	2,022
Indianapolis	1,641	2,060	1,325
New York & Jersey City	8,963	9,435	7,051
Oklahoma City	5,549	5,249	2,874
Cincinnati	3,860	3,511	2,565
Denver	3,837	3,664	2,213
St. Paul	8,420	11,531	5,328
Milwaukee	2,060	2,749	1,802
Total	133,231	155,660	105,200

HOGS.			
Chicago	71,324	101,745	82,035
Kansas City	22,862	71,827	19,318
Omaha	21,520	41,035	27,598
East St. Louis	22,821	30,180	38,751
St. Joseph	16,097	18,619	14,333
Sioux City	19,778	36,383	18,522
Wichita	5,145	5,136	10,873
Fort Worth		8,282	9,097
Philadelphia	14,659	16,489	14,553
Indianapolis	18,375	11,893	11,581
New York & Jersey City	40,469	48,354	40,720

Oklahoma City	4,652	7,192	13,341
Cincinnati	14,412	14,130	19,660
Denver	3,096	4,655	11,268
St. Paul	16,461	19,756	21,150
Milwaukee	5,361	7,752	7,980
Total	290,932	443,538	360,798

SHEEP.			
Chicago	38,558	40,048	46,904
Kansas City	23,817	23,285	35,131
Omaha	17,930	37,267	35,003
East St. Louis	4,603	4,794	6,148
St. Joseph	18,552	20,875	24,159
Sioux City	10,401	19,585	18,672
Wichita	2,400	3,286	5,469
Fort Worth		3,076	9,247
Philadelphia	4,217	5,263	5,834
Indianapolis	2,040	3,363	2,466
New York & Jersey City	46,656	52,777	60,008
Oklahoma City	206	755	1,422
Cincinnati	1,630	446	3,063
Denver	13,328	39,003	8,567
St. Paul	6,671	9,987	13,529
Milwaukee	708	557	731
Total	191,987	265,267	277,043

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended March 10, 1934.			
	Cattle.	Calves.	Hogs.
Jersey City	3,850	8,558	4,070
Central Union	2,312	1,478	8,753
New York	427	3,632	13,918
Total	6,589	13,668	41,367
Previous week	7,360	11,029	44,186
Two weeks ago	8,300	11,956	45,550

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets, Thursday, March 15, 1934, as reported by the U. S. Bureau of Agricultural Economics:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Lt. lt. (140-160 lbs.) gd.-ch.	\$3.50@4.35	\$3.25@4.35	\$3.00@3.85	\$3.35@4.15	\$3.25@4.10
Lt. wt. (160-180 lbs.) gd.-ch.	4.10@4.55	4.10@4.45	3.35@4.00	3.90@4.30	3.85@4.20
(180-200 lbs.) gd.-ch.	4.45@4.60	4.40@4.55	3.85@4.10	4.15@4.35	4.15@4.20
Med. wt. (200-220 lbs.) gd.-ch.	4.50@4.65	4.50@4.60	4.00@4.20	4.20@4.35	4.15@4.20
(220-250 lbs.) gd.-ch.	4.50@4.65	4.50@4.60	4.00@4.20	4.20@4.35	4.10@4.20
Hvy. wt. (250-280 lbs.) gd.-ch.	4.50@4.65	4.40@4.55	4.15@4.30	4.15@4.30	4.06@4.15
(280-350 lbs.) gd.-ch.	4.40@4.60	4.15@4.50	3.85@4.10	4.10@4.25	3.85@4.10
Pkg. sows (275-350 lbs.) good.	3.90@4.10	3.50@3.75	3.50@3.60	3.70@3.85	3.60@3.70
(350-425 lbs.) good	3.80@4.00	3.40@3.65	3.45@3.55	3.60@3.75	3.35@3.60
(425-550 lbs.) good	3.70@3.90	3.35@3.60	3.40@3.50	3.45@3.60	3.30@3.50
(550-700 lbs.) medium	3.50@3.85	3.25@3.60	3.30@3.40	3.35@3.60	3.25@3.60
Str. pigs (100-130 lbs.)	2.50@3.50	2.50@3.00	2.50@3.00	2.50@3.50	2.50@3.50
Av. cost & wt. Wed. (Pigs excl.)	4.42-236 lbs.	4.32-221 lbs.	3.93-244 lbs.	4.03-238 lbs.	

Slaughter Cattle, Calves & Vealers:						
STEERS (550-900 LBS.):						
Choice	7.00@7.85	6.50@7.00	6.00@7.10	6.25@7.00	6.35@7.00	
Good	6.00@7.00	5.75@6.50	5.85@6.60	5.50@6.25	5.50@6.50	
Medium	5.00@6.00	4.75@5.75	5.00@5.85	4.65@5.50	4.50@5.75	
Common	3.75@5.25	3.75@4.75	3.75@5.00	3.60@4.65	3.50@4.65	
STEERS (900-1100 LBS.):						
Choice	6.75@7.65	6.50@7.00	6.50@7.10	6.25@7.00	6.25@7.00	
Good	6.00@7.00	5.75@6.50	5.75@6.60	5.50@6.25	5.50@6.50	
Medium	4.75@6.00	4.75@5.75	4.85@5.85	4.65@5.50	4.40@5.75	
Common	3.75@5.00	3.75@4.75	3.75@5.00	3.60@4.65	3.50@4.65	
STEERS (1100-1300 LBS.):						
Choice	6.50@7.50	6.00@7.00	6.00@7.10	5.85@6.85	6.00@6.75	
Good	5.75@6.75	5.25@6.50	5.25@6.50	5.15@6.25	5.15@6.25	
Medium	4.50@5.75	4.50@5.75	4.50@5.75	4.50@5.50	4.25@5.50	
STEERS (1300-1500 LBS.):						
Choice	5.75@7.25	5.75@6.75	5.50@6.90	5.40@6.65	5.35@6.50	
Good	4.75@6.50	5.00@6.00	4.50@6.00	4.75@5.85	4.50@6.00	
HEIFERS (550-750 LBS.):						
Choice	5.75@6.75	6.00@6.50	5.50@6.60	5.50@6.25	5.75@6.25	
Good	5.00@5.75	5.25@6.00	4.75@5.50	4.65@5.75	5.00@5.75	
Com-med.	3.50@5.00	3.25@5.25	3.25@4.75	3.00@4.75	3.15@5.00	
HEIFERS (750-900 LBS.):						
Good-choice	5.00@6.50		4.75@6.00	4.65@6.25	4.65@6.00	
Com-med.	3.50@5.00		3.25@4.75	3.00@4.65	2.85@5.00	
COWS:						
Good	3.25@4.25	3.50@4.00	3.50@4.00	3.40@3.85	3.25@3.75	
Com-med.	2.60@3.25	2.75@3.50	2.65@3.50	2.35@3.40	2.50@3.25	
Low cutter and cutter	1.50@2.60	1.00@2.75	1.50@2.65	1.25@2.35	1.25@2.50	
BULLS (YRLS. EX. BEEF):						
Good	3.25@3.75	3.15@3.75	2.85@3.50	2.85@3.25	2.65@3.10	
Cul-med.	2.50@3.40	2.25@3.25	2.50@3.00	2.00@2.85	2.00@2.90	
VEALERS:						
Good-choice	5.25@6.75	5.00@6.50	5.00@6.50	5.00@6.50	5.00@6.50	
Medium	4.50@5.25	4.00@5.00	4.00@5.00	4.00@5.00	4.00@5.00	
Cul-com.	3.50@4.50	2.00@4.00	3.00@4.00	2.50@4.00	2.00@4.00	
CALVES (250-500 LBS.):						
Good-choice	3.50@4.50	4.50@5.50	3.50@5.00	4.25@5.25	4.00@6.00	
Com-med.	3.00@3.50	2.50@4.50	2.50@5.00	2.50@4.25	2.50@6.00	

Slaughter Sheep and Lambs:						
LAMBS:						
(90 lbs. down) gd.-ch.	8.50@9.40	8.00@9.75	8.50@9.10	8.25@9.10	8.50@9.00	
Com-med.	7.00@8.85	6.25@8.25	6.75@8.50	6.00@8.25	6.50@8.50	
(90-98 lbs.) gd.-ch.	8.00@9.35	8.50@9.65	8.50@9.00	8.00@9.10	8.50@9.00	
YEARLING WETHERS:						
(90-110 lbs.) gd.-ch.	6.75@8.75	6.75@8.50	6.25@8.00	6.75@7.75	6.50@8.25	
Medium	6.00@7.00	5.50@6.75	5.25@6.25	6.25@7.75	6.25@8.25	
BWES:						
(90-120 lbs.) gd.-ch.	4.50@5.75	4.25@5.50	3.50@5.00	4.50@5.65	4.25@5.60	
(120-150 lbs.) gd.-ch.	4.00@5.65	3.75@5.35	3.25@4.60	4.00@5.50	3.75@5.00	
(All weights) com-med.	3.00@4.50	2.75@4.25	2.25@3.50	2.25@4.50	2.75@4.25	
*Quotations based on ewes and wethers.						

RECEIPTS AT CENTERS

SATURDAY, MARCH 10, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	400	7,000	4,000
Kansas City	100	300	
Omaha	125	1,600	800
St. Louis	300	2,000	500
St. Joseph	100	1,000	2,500
Sioux City	100	1,000	500
St. Paul	250	1,600	100
Fort Worth	300	350	300
Denver	300	500	2,200
Louisville	200	300	100
Wichita	300	500	400
Indianapolis	100	1,500	100
Pittsburgh		100	100
Cincinnati	100	100	100
Wichita		1,000	300
Nashville	100	400	100
Oklahoma City	200	200	100

MONDAY, MARCH 12, 1934.

Chicago	13,000	25,000	12,000
Kansas City	9,500	4,500	8,000
Omaha	8,000	10,000	7,000
St. Louis	3,400	10,000	2,500
St. Joseph	1,800	4,500	4,000
Sioux City	3,500	8,500	4,500
Louisville	2,000	4,500	5,000
Fort Worth	1,600	800	1,000
Milwaukee	500	1,000	400
Denver	2,400	3,000	13,800
Louisville	3,500	1,500	400
Wichita	1,000	1,200	700
Indianapolis	500	6,000	600
Pittsburgh	400	2,700	500
Cincinnati	1,400	5,500	500
Buffalo	800	5,300	4,500
Cleveland	500	1,100	400
Nashville	700	400	400
Oklahoma City	900	900	200

TUESDAY, MARCH 13, 1934.

Chicago	8,000	20,000	10,000
Kansas City	5,500	3,500	10,000
Omaha	9,000	13,000	12,500
St. Louis	2,800	8,000	2,700
St. Joseph	2,200	4,500	5,000
Sioux City	3,500	10,000	3,000
St. Paul	2,000	5,000	800
Fort Worth	1,200	500	600
Milwaukee	700	1,500	100
Denver	700	1,200	12,000
Louisville	2,000	1,100	400
Wichita	500	900	400
Indianapolis	1,800	6,000	1,000
Pittsburgh	300	800	500
Cincinnati	400	2,800	100
Buffalo	100	1,300	100
Nashville	300	400	400
Oklahoma City	700	600	100

WEDNESDAY, MARCH 14, 1934.

Chicago	10,000	15,000	10,000
Kansas City	4,700	3,000	6,000
Omaha	7,500	9,000	13,000
St. Louis	2,800	7,500	2,800
St. Joseph	2,500	4,500	5,000
Sioux City	3,000	8,000	4,500
St. Paul	2,500	6,000	700
Fort Worth	600	800	600
Milwaukee	600	1,200	300
Denver	600	1,000	14,000
Louisville	300	700	200
Wichita	700	1,100	100
Indianapolis	1,100	4,000	700
Pittsburgh		1,000	800
Cincinnati	800	4,000	300
Buffalo	200	2,100	300
Cleveland	200	700	600
Nashville	500	400	500
Oklahoma City	1,100	600	300

THURSDAY, MARCH 15, 1934.

Chicago	7,000	15,000	15,000
Kansas City	2,500	3,000	7,500
Omaha	5,000	14,500	9,000
St. Louis	2,000	7,500	1,500
St. Joseph	1,900	5,500	7,000
Sioux City	2,500	11,000	4,000
St. Paul	2,100	5,500	1,000
Fort Worth	1,200	1,000	500
Milwaukee	700	1,200	300
Denver	500	1,400	8,200
Louisville	300		600
Wichita	500	1,000	400
Indianapolis	100	4,000	600
Pittsburgh	...	1,000	500
Cincinnati	500	3,000	400
Buffalo	100	1,400	200
Cleveland	200	400	400
Nashville	500	900	300
Oklahoma City	1,200	800	500

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 10, 1934, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,003	4,036	5,648
Swift & Co.	3,352	2,715	7,747
Morris & Co.	2,302	.....	2,023
Wilson & Co.	4,042	2,839	5,598
Anglo-Amer. Prov. Co. ..	1,071	488	.....
G. H. Hammond Co.	1,970	.....	.....
Libby, McNeill & Libby..	480	.....	.....
Shippers	9,343	14,618	14,893
Others	6,936	29,880	4,005
Brennan Pkg. Co., 2,300 hogs; Independent Pkg. Co., 316 hogs; Boyd, Lunham & Co., 237 hogs; Hygrade Food Products Corp., 3,410 hogs; Agar Pkg. Co., 3,676 hogs; .....	.....	.....	.....
Total: 34,419 cattle, 8,513 calves, 66,515 hogs, 40,004 sheep.	.....	.....	.....

Not including 1,168 cattle, 2,042 calves, 25,050 hogs and 13,447 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,110	975	3,420	4,141
Cudahy Pkg. Co.	204	1,161	990	5,008
Morris & Co.	1,725	595	2,525	.....
Swift & Co.	2,189	1,010	3,207	4,443
Wilson & Co.	2,397	771	1,721	3,778
Independent Pkg. Co. ....	.....	208	.....	.....
Shippers	1,132	35	1,300	538
Others	3,273	62	2,016	2,986
Total	15,070	4,600	12,862	23,817

OMAHA.

	Cattle & Calves.	Hogs.	Sheep.
Armour and Co.	4,680	6,908	2,602
Cudahy Pkg. Co.	4,460	5,064	7,291
Dold Pkg. Co.	1,067	4,481	.....
Morris & Co.	1,939	225	764
Swift & Co.	4,401	3,660	3,650
Others .....	.....	17,829	.....
Eagle Pkg. Co., 10 cattle; Geo. Hoffman Pkg. Co., 34 cattle; Grt. Omaha Pkg. Co., 48 cattle; Omaha Pkg. Co., 58 cattle; J. Roth & Sons, 52 cattle; So. Omaha Pkg. Co., 53 cattle; Lincoln Pkg. Co., 285 cattle; Nagle Pkg. Co., 16 cattle; Sinclair Pkg. Co., 316 cattle; Wilson & Co., 1,320 cattle.	.....	.....	.....
Total: 18,748 cattle & calves; 38,197 hogs; 14,397 sheep.	.....	.....	.....

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,139	2,330	5,639	1,409
Swift & Co.	1,814	4,230	3,567	1,328
Morris & Co.	1,083	1,257	53	503
Hunter Pkg. Co.	1,083	.....	3,434	270
Hell Pkg. Co. ....	.....	93	.....	.....
Krey Pkg. Co. ....	.....	2,407	.....	.....
Shippers	1,427	2,699	20,153	604
Others	2,426	288	6,787	1,093
Total	10,758	14,180	64,951	6,542
Not including 1,786 cattle, 3,376 calves, 21,977 hogs and 1,335 sheep bought direct.	.....	.....	.....	.....

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Sieloff Pkg. Co.	45	67	492	.....
Krey Pkg. Co. ....	.....	20	434	.....
Laclede Pkg. Co.	32	.....	610	9
Hunter Pkg. Co. ....	.....	60	.....	.....
Belesot Pkg. Co.	4	.....	49	.....
Glazer Pkg. Co.	25	40	.....	.....
Sokolik Pkg. Co.	8	2	.....	30
Shippers	119	1,212	532	.....
Others	245	123	204	.....
Total	359	371	3,062	621

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,260	1,096	8,635	10,960
Armour and Co.	2,283	870	8,165	7,492
Others	908	102	1,474	3,228
Total	5,541	2,068	18,274	21,680

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,983	248	6,710	4,478
Armour and Co.	2,710	242	7,367	3,214
Swift & Co.	2,280	153	5,920	584
Others	214	9	44	.....
Shippers	1,603	.....	10,414	.....
Total	9,799	652	30,455	8,576

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,831	698	1,887	137
Wilson & Co.	1,931	815	1,877	157
Others	169	42	333	2
Total	3,931	1,555	4,097	296
Not including 63 cattle and 555 hogs bought direct.	.....	.....	.....	.....

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	692	150	829	2,886
Armour and Co.	732	210	826	4,371
Others	1,871	173	1,441	6,071
Total	3,295	542	3,096	13,328

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,076	724	1,344	2,264
Dold Pkg. Co.	614	60	922	136
Wichita D. B. Co.	18	.....	.....	.....
Dunn-Osterlag	114	.....	430	.....
Fred W. Dold & Sons ..	.....	.....	91	.....
Sunflower Pkg. Co.	74	.....	.....	.....
Total	1,991	784	2,787	2,400

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,594	4,280	6,880	3,060
Cudahy Pkg. Co.	424	1,716	.....	.....
Swift & Co.	3,817	6,801	9,581	3,591
United Pkg. Co.	1,585	87	.....	.....
Others	1,368	10	11,042	1,164
Total	9,788	12,903	27,503	7,835

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,527	7,521	5,700	692
U.D.B.Co., N.Y.	51	.....	.....	.....
Bimble, Harrison, N. J. ....	.....	.....	191	.....
The Layton Co. ....	.....	.....	227	.....
R. Gunne & Co. ....	.....	.....	.....	.....
Armour & Co., Mil.	563	3,597	44	.....
N.Y.B.D.M.Co., N.Y.	20	.....	.....	.....
F.S.R.C. ....	.....	.....	200	.....
Shippers	300	21	68	1
Others	432	487	50	102
Total	2,983	11,626	6,540	795

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,517	745	7,541	1,691
Armour and Co.	389	98	1,250	.....
Hilgemeyer Bros.	10	.....	905	.....
Brown Bros.	68	21	188	.....
Stumpf Bros. ....	.....	.....	57	.....
Meier Pkg. Co.	35	.....	156	.....
Indiana Prov. Co.	37	.....	98	.....
Schussler Pkg. Co.	19	.....	215	.....
Mnas Hartman Co.	48	6	.....	.....
Art Walnitz	16	55	41	.....
Shippers	1,526	2,305	13,828	1,419
Others	427	86	256	473
Total	4,152	3,316	24,513	3,626

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons. ....	.....	28	.....	178
Ideal Pkg. Co. ....	.....	.....	487	.....
E. Kahn's Sons Co.	1,213	281	4,200	1,110
Kroger G. & B. Co.	142	73	1,533	.....
J. Lohrey Pkg. Co.	3	.....	274	.....
H. H. Meyer Pkg. Co.	16	.....	2,071	.....
A. Sander Pkg. Co. ....	.....	.....	489	.....
J. Schlichter's Sons ..	18	.....	207	.....
J. & F. Schroth Pkg. Co.	15	.....	2,268	.....
J. F. Stegner & Co.	260	252	.....	.....
Shippers	53	1,094	2,689	.....
Others	1,204	433	317	295
Total	3,175	2,398	14,328	1,583
Not including 3,157 cattle, 125 calves, 3,463 hogs and 890 sheep bought direct.	.....	.....	.....	.....

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended March 10, 1934, with comparisons:

CATTLE.

	Week ended, Mar. 10.	Prev. week, 1933.	Cor.
Chicago	34,410	42,045	24,211
Kansas City	15,070	20,362	15,254
Omaha	18,748	20,432	19,532
East St. Louis	10,758	11,751	9,640
St. Louis	359	378	.....
St. Joseph	5,541	6,977	4,758
Sioux City	9,799	11,462	5,551
Oklahoma City	3,931	4,060	2,107
Wichita	1,991	2,028	1,277
Denver	3,295	3,072	2,180
St. Paul	9,788	12,693	6,100
Milwaukee	2,983	3,740	1,857
Indianapolis	4,152	4,888	2,624
Cincinnati	3,175	5,384	2,419
Total	124,000	149,888	95,230

HOGS.

	Week ended, Mar. 10.	Prev. week, 1933.	Cor.
Chicago	66,515	75,334	49,334
Kansas City	12,862	19,938	19,316
Omaha	38,197	54,559	30,559
East St. Louis	64,951	45,833	53,901
St. Louis	3,062	2,711	.....
St. Joseph	18,274	20,056	17,035
Sioux City	30,455	41,581	17,605
Oklahoma City	4,097	5,067	13,341
Wichita	2,787	3,111	8,076
Denver	3,096	4,655	7,120
St. Paul	27,503	29,183	30,147
Milwaukee	6,540	8,640	7,786
Indianapolis	24,513	28,464	23,216
Cincinnati	14,328	16,740	21,049
Total	317,180	356,472	298,485

SHEEP.

	Week ended, Mar. 10.	Prev. week, 1933.	Cor.
Chicago	40,004	42,757	58,970
Kansas City	23,817	23,285	35,313
Omaha	14,397	35,407	35,738
East St. Louis	6,542	6,051	6,805
St. Louis	621	1,181	.....

St. Joseph	21,080	23,331	25,723
Sioux City	8,576	22,055	20,723
Oklahoma City	296	755	1,422
Wichita	2,400	3,286	5,490
Denver	13,328	39,003	34,983
St. Paul	7,835	10,467	22,126
Milwaukee	795	557	731
Indianapolis	3,626	6,195	2,118
Cincinnati	1,583	513	3,064
Total	145,500	214,843	252,792

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 5	13,531	1,849	21,888	18,538
Tues., March 6	5,202	2,669	10,396	5,086
Wed., March 7	9,060	2,132	16,492	4,810
Thurs., March 8	6,004	2,671	16,280	8,528
Fri., March 9	2,133	825	15,705	7,285
Sat., March 10	400	200	7,000	4,000
Total this week	36,330	10,346	87,772	48,247
Previous week	43,891	9,158	120,597	53,067
Year ago	26,661	3,964	93,562	68,816
Two years ago	53,136	6,759	115,384	66,024

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 5	3,138	.....	3,975	3,194
Tues., March 6	1,598	.....	112	1,473
Wed., March 7	2,582	92	1,432	1,400
Thurs., March 8	1,200	139	2,482	3,674
Fri., March 9	374	100	3,305	4,012
Sat., March 10	100	.....	1,000	1,000
Total this week	8,992	443	14,083	14,753
Previous week	11,960	777	18,846	9,044
Year ago	6,598	430	8,584	17,924
Two years ago	9,891	587	28,810	30,670

Total receipts for month and year to Mar. 10, with comparisons:

	March 1934.	March 1933.	Year 1934.	Year 1933.
Cattle	47,106	40,110	442,518	332,222
Calves	13,880	7,806	96,042	64,902
Hogs	119,888	146,848	1,556,792	1,369,942
Sheep	75,891	103,445	584,213	800,083

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Mar. 10	\$ 5.70	\$ 4.45	\$ 4.50	\$ 9.10
Previous week	5.70	4.55	4.50	9.75
1932	5.30	3.85	2.10	5.60
1932	6.45	4.50	3.10	8.90
1931	8.45	7.65	4.00	8.49
1930	12.55	10.55	4.85	10.45
1929	12.25	11.45	7.50	16.70
Av 1929-1932	\$ 9.00	\$ 7.60	\$ 4.50	\$ 9.60

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Mar. 10, 1934:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Mar. 10.....	164,000	357,000	202,000
Previous week	188,000	457,000	267,000
1933	116,000	388,000	333,000
1932	150,000	327,000	353,000
1931	165,000	505,000	353,000
1930	199,000	551,000	376,000
1929	172,000	613,000	282,000

Hogs at 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Mar. 10.....		302,000	
Previous week		395,000	
1933		316,000	
1932		440,000	
1931		438,000	
1930		486,000	
1929		520,000	

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Mar. 10.....	125,000	251,000	151,000
Previous week	144,000	339,000	194,000
1933	86,000	257,000	240,000
1932	115,000	389,000	227,000
1931	130,000	384,000	270,000
1930	143,000	424,000	281,000
1929	129,000	455,000	211,000

LIVESTOCK COST AND YIELD.

Kinds of livestock slaughtered, cost and yield in per cent and pounds for January, 1934, with comparisons:

	Jan. 1934.	Dec. 1933.	Jan. 1933.
Average live cost per 100 lbs.:			
Cattle	\$ 4.12	\$ 3.79	\$ 3.86
Calves	4.73	4.21	4.57
Swine	3.32	3.21	2.97
Sheep and lambs.....	7.59	6.97	5.67

Av. yield, per cent:			
Cattle	55.49	55.08	55.64
Calves	58.16	57.58	59.32
Swine	75.70	75.70	76.36
Sheep and lambs.....	46.76	47.14	46.99

Av. live weight, per cent:			
Cattle	970.95	968.26	975.52
Calves	176.67	181.38	173.98
Swine	224.94	219.82	228.83
Sheep and lambs.....	86.48	85.92	86.02

Sources of supply, per cent:

Cattle—			
Stockyards	83.29	83.09	82.14
Other	16.71	16.91	17.86
Calves—			
Stockyards	71.21	71.88	72.47
Other	28.79	28.12	27.53
Swine—			
Stockyards	58.27	54.91	49.83
Other	41.73	45.09	50.17
Sheep and lambs—			
Stockyards	74.43	75.93	77.06
Other	25.57	24.07	22.94

Classification, per cent:			
Cattle—			
Steers	54.43	53.91	56.51
Bulls and stags.....	2.98	2.67	3.16
Cows and heifers.....	42.59	43.42	40.33
Swine—			
Sows	47.65	48.91	45.31
Barrows	52.01	50.76	54.37
Stags and boars.....	0.34	0.33	0.32
Sheep and lambs—			
Sheep	4.36	3.82	3.51
Lambs and yearlings.....	95.64	96.18	96.49

RUSSIA PLANS MEAT INCREASE.

Supplies of cattle, hogs and sheep, as well as of other classes of livestock in Russia at the end of 1933 were only half those of 1929, owing to depletion resulting from kulak opposition to collectivization, the "Economic Review of the Soviet Union" states. Measures taken to overcome the resultant shortage of meat and dairy products include the extensive development of suburban poultry and small animal enterprises, building up as rapidly as possible the livestock herds on state and collective farms, and assistance to those collective farm members not possessing a milk

cow to secure one. A decree covering the latter was made in August, 1933, and by the end of the year some 750,000 heifer calves had been distributed.

Development of livestock herds on state and collective farms constitutes the basic means of counteracting the depletion of the country's livestock. On state farms the hog population increased from 30,000 head at the end of 1928 to 3,428,000 in 1934 and on collective farms from 45,000 to 3,450,000. Cattle on state farms increased from 180,000 to 4,250,000 and on collective farms from 152,000 to 6,250,000.

About 1,700 state livestock farms have been organized and 130,000 herds on collective farms. The 15-month schedule (October 1, 1932, to January 1, 1934) for meat procurements was carried out successfully by the state livestock farms, which delivered to the state during this period a total of 229,300 tons of meat, nearly double the amount delivered during the previous 15-month period.

Under the second five-year plan, the number of cattle is to be increased by 61 per cent, sheep by 84 per cent and hogs by 274 per cent. Output of the livestock industry as a whole is to show a gain of 125 per cent.

LIVESTOCK AT 61 MARKETS.

Receipts and disposition of livestock at 61 leading markets in February, 1934:

	Receipts.	Local slaughter.	Total shipment.
CATTLE.			
Total	955,674	628,260	314,424
Feb. av. 5 years.....	848,395	510,307	332,495

CALVES.			
Total	447,982	324,145	122,695
Feb. av. 5 years.....	400,251	285,010	114,405

HOGS.			
Total	2,727,239	1,853,398	873,002
Feb. av. 5 years.....	3,568,647	2,285,050	1,280,399

SHEEP AND LAMBS.			
Total	1,454,063	901,696	547,253
Feb. av. 5 years.....	1,828,335	1,039,640	779,533

When your men head hogs what do they do with the crown meat or the jowls? It may save you money to read "PORK PACKING," The National Provisioner's latest book. Write for information.

LIVESTOCK AND DRESSED MEAT PRICES COMPARED.

Prices of steers and lambs, Chicago, compared with wholesale and retail fresh meat prices, New York, during February, 1934:

	Average prices live animals ¹ per 100 lbs. Chicago.			Average wholesale price of carcasses ² per 100 lbs. New York.			Composite retail price in cents per lb. ³ New York.		
	Feb. 1934.	Jan. 1934.	Feb. 1933.	Feb. 1934.	Jan. 1934.	Feb. 1933.	Feb. 1934.	Jan. 1934.	Feb. 1933.
Steers—									
Choice	\$ 6.06	\$ 6.35	\$ 6.38	\$10.64	\$10.51	\$10.43	\$26.08	\$25.29	\$28.15
Good	6.28	6.05	6.04	9.14	9.21	8.97	21.31	20.76	21.12
Medium	5.75	5.24	5.02	7.92	7.96	7.88	17.62	16.98	16.92
Lambs—									
Choice	9.62	8.54	5.84	17.15	14.56	14.26	24.25	22.61	22.65
Good	9.12	8.12	5.52	16.48	13.97	13.48	21.46	18.98	19.17
Medium	8.64	7.48	5.10	15.59	13.08	12.53	18.40	15.98	16.01
Hogs—									
Good	4.62	3.63	3.60	12.45	11.11	9.48	16.38	15.60	13.78

¹Average of daily quotations on choice steers 1,100-1,300 lbs., good and medium steers 900-1,100 lbs.; lambs 90 lbs. down; hogs 200-220 lbs.

²Average of daily quotations on beef carcasses 600-700 lbs.; lamb carcasses 38 lbs. down; hog products consisting of smoked hams, bacon, picnics, and fresh loins and lard combined in proportion to their respective yields from live weight.

³Composite average of semi-monthly retail quotations on various cuts (including lard) combined in proportion to their respective yields from live weight.

STOCKYARDS POSTED.

Two stockyards were posted during February as coming under the provisions of the packers and stockyards act. These are the Marion Union Stock Yards, Marion, Ohio, posted February 5, and the Stockton Union Stock Yards, Stockton, Calif., posted February 21, 1934.

FEB. FEDERAL SLAUGHTERS.

Federal inspected slaughter of all classes of livestock during February in thousands:

	Cattle.	Calves.	Sheep & lambs.	Swine.
Baltimore	6,028	1,698	(2)	65,251
Buffalo	6,448	2,860	3,790	66,330
Chicago	131,757	38,817	219,653	504,207
Cincinnati	12,126	5,358	3,484	61,338
Cleveland	3,411	(2)	(2)	18,785
Denver	6,065	2,176	(2)	30,142
Detroit	6,524	5,594	7,168	58,270
Pt. Worth	20,024	13,167	15,519	31,908
Kansas City	69,518	27,701	101,838	217,846
Los Angeles	10,255	(2)	25,630	21,937
Milwaukee	17,375	55,262	(2)	78,504
Nat'l Stk. Yards	44,537	29,389	23,076	190,179
New York	29,652	48,475	182,467	(2)
Omaha	71,278	6,731	133,817	202,918
Philadelphia	5,277	9,004	10,725	71,690
Sioux City	36,907	2,770	73,705	157,072
South St. Joseph	27,305	(2)	(2)	99,900
South St. Paul	45,235	62,444	46,108	142,756
All other Stations	182,917	125,644	312,137	1,414,338

Total: Feb., 1934	732,638	437,069	1,159,117	3,433,419
1933	568,908	317,491	1,249,958	3,647,017
5-yr. Feb. Av.	568,251	333,806	1,210,590	4,178,083
Jan.-Feb. 1934	1,553,994	906,321	2,595,763	8,824,359
Jan.-Feb. 1933	1,180,922	662,045	2,581,480	8,346,634
Jan.-Feb. 5-yr. Av.	1,241,163	686,537	2,572,740	9,343,593
New York Area*	39,000	60,015	219,088	194,225

*Included in "all other stations."

Horse slaughter in February totaled 981 head compared with 2,688 head in the same month a year ago. The January-February slaughter this year of 2,934 head compares with 6,396 in the same months of 1933.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended March 10, 1934, were 5,895,000 lbs.; previous week, 5,498,000 lbs.; same week last year, 4,786,000 lbs.; from January 1 to March 10 this year, 49,368,000 lbs.; same period a year ago, 43,617,000 lbs.

Shipments of hides from Chicago for the week ended March 10, 1934, were 4,997,000 lbs.; previous week, 4,726,000 lbs.; same week last year, 4,102,000 lbs.; from January 1 to March 10 this year, 44,791,000 lbs.; same period a year ago, 43,906,000 lbs.

Hide and Skin Markets

Chicago.

PACKER HIDES—There was a moderate trade in packer hides this week, at steady prices for the descriptions involved, with a total movement so far of about 38,000 hides. Offerings have dried up as the week nears the close, and the market has a considerably firmer undertone. Barring unforeseen outside influences, the general opinion is that the winter quality hides have been fully discounted and some improvement is expected in the near future.

At the opening of the week, buyers followed their usual custom of bidding a half-cent down for all descriptions, without attracting offerings. Mid-week, three packers sold a total of around 30,000 hides, late Feb. forward take-off, at steady prices for native steers, Colorados, heavy Texas steers, extreme light Texas steers, light native cows and branded cows.

Later, one packer sold 5,000 Milwaukee light native cows at 9c, steady price, although this is not a very desirable point; bids of 9c reported for other northern points, and packers inclined to ask more for River point cows. A car of native steers also moved later at 9½c, steady.

Around 8,000 native steers were reported during the week at 9½c; extreme light native steers last sold at 9½c and stocks light, with 9c bid. Butt branded steers last sold at 9½c. Colorados moved at 9c, steady, with good demand. Heavy Texas steers moved in a small way at 9½c, steady; light Texas steers wanted at 8½c; extreme light Texas steers sold at 9c, steady.

Heavy native cows last sold at 9c and this is asked. About 10,000 light cows moved at 9c and this bid for northern points. Branded cows sold at 9c, steady; more wanted.

Native bulls sold again at 6½c, steady price.

SMALL PACKER HIDES—Some local small packers offered March all-weights at 9c for natives and 8½c for branded, last trading prices for Feb. take-off, with several bids reported at 8½c for natives and 8c for branded. Outside small packer lots quotable proportionately lower.

Last trading in Pacific Coast market, previous week, was at 7½c for steers and cows, f.o.b. shipping points, upwards of 40,000 Feb. hides involved.

FOREIGN WET SALTED HIDES—Trading only moderately active in South American market, at steady to firm prices, unsold stocks being light. A pack of 4,000 LaPlatas sold mid-week to Russia at 67 paper pesos, equal to 11½c, c.i.f. New York, steady with price paid at close of last week. Later, 2,000 Uruguay Nacionales sold equal to 11½c, c.i.f. New York, around ¼c over last sale.

COUNTRY HIDES—Trading continues slow in the country market and prices about unchanged; demand is light, but offerings do not appear to be burdensome. Dealers generally firm in their asking prices, due to their inability to replace holdings at interior points at lower prices. All-weights

generally quoted 7@7½c, selected; delivered, for trimmed hides, according to average weight, although difficult to buy under 7½c at Chicago. Heavy steers and cows about 6¼@6½c, nom. Buff weights about 7c untrimmed and 7½c trimmed, although some ask up to 8c. Trimmed extremes range 8½@9c, with top paid late last week; untrimmed around 8@8½c. Bulls and glues 4@4½c. All-weight branded 5½@5¾c, flat, less Chicago freight.

CALFSKINS—The movement of calfskins at the close of last week grew to a total of around 140,000 skins, at a variety of prices, according to points, etc. The market firmed a bit on the later sales, with Dec.-Jan. heavies 9½/15-lb. sold at 15c for preferred northern points as against 14½c paid earlier for Dec.-Feb.; River point heavies sold at 13½c, as against 13c earlier; lights, under 9½-lb. moved at 12½c as against 12c earlier.

Car Chicago city calfskins 8/10-lb. sold late last week at 11½c, while the 10/15-lb. sold at 12c; some quoting nominally a half-cent higher. Outside cities around 11½@12c, nom.; mixed cities and countries 10½@11c; straight countries 8½@9c. Chicago city light calf and deacons last sold at 85c, last week.

KIPSKINS—At the close of last week, one packer sold 12,000 Dec. to Feb. kipskins at 12c for northern natives, 10½c for over-weights and 9c for branded; another packer followed with 2,700 Dec.-Jan. over-weights at 11c for northern.

Car Chicago city kipskins sold at 10½c, steady. Outside cities quoted 10@10½c; mixed cities and countries 9@9½c; straight countries about 8½c.

Packer regular slunks last sold at 75c.

HORSEHIDES—Market about unchanged, with choice city renderers still quoted \$3.25@3.40, and mixed city and country lots moving at \$2.85@3.00, No. 2's 50c less.

SHEEPSKINS—Dry pelts quoted 17@18c for full wools, short wools about 12c, pieces and torn skins 7@8c. Production of packer shearlings still rather light, with the season slow in starting; shearlings coming at present running mostly to fresh clips. One packer reported a car at 90c for No. 1's, 75c for No. 2's, and 55c for clips, or 5c down on the clips from previous sale; quotations range 5c lower in other directions on top grades. Small packer shearlings quoted around 40@45c, 30c, and 20c. Pickled skins moved recently in a good way at \$3.75 per doz. at Chicago for Feb.-Mar. skins, and some houses sold well into March. Packer wool pelts quoted around \$2.90 per cwt. live lamb at Chicago. Outside small packer lamb pelts quoted \$1.90@2.20, selected, according to quality.

New York.

PACKER HIDES—One packer sold March production, around 6,000 hides, early at 9½c for native and butt branded steers and 9c for Colorados. Another packer sold February natives and a few Colorados, around 5,000 hides, same basis.

CALFSKINS—Collectors' calfskins moved in a big way at lower prices at the close of previous week, total sales around 100,000 skins. Collectors' 5-7's sold at \$1.10, 7-9's at \$1.30, and 9-12's at \$2.15 with a few choice skins at \$2.25; 12/17-lb. kips sold at \$2.30. Packer calfskins quotable nominally around 10c over these prices, but the market shows a firmer undertone following the large clearance.

N. Y. HIDE FUTURE PRICES.

Saturday, Mar. 10, 1934—Close: Mar. 8.05n; June 10.40 sale; Sept. 10.90 sale; Dec. 11.30b; sales 8 lots. Closing unchanged to 5 points higher.

Monday, Mar. 12, 1934—Close: Mar. 8.15n; June 10.50@10.65; Sept. 11.05@11.15; Dec. 11.50@11.65; sales 12 lots. Closing 10@20 points higher than Saturday.

Tuesday, Mar. 13, 1934—Close: Mar. 8.25n; June 10.60@10.62; Sept. 11.14@11.17; Dec. 11.57@11.65; sales 4 lots. Closing 7@10 points higher.

Wednesday, Mar. 14, 1934—Close: Mar. 8.20n; June 10.55@10.60; Sept. 11.10@11.20; Dec. 11.50@11.65; sales 41 lots. Closing 4@7 points lower.

Thursday, Mar. 15, 1934—Close: Mar. 8.15n; June 10.50@10.55; Sept. 11.05@11.10; Dec. 11.45@11.50; sales 47 lots. Closing 5 points lower.

Friday, Mar. 16, 1934—Close: Mar. 8.25n; June 10.58@10.60; Sept. 11.18@11.20; Dec. 11.55@11.65; sales 16 lots. Closing 8@13 points higher.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Mar. 16, 1934, with comparisons, are reported as follows:

	PACKER HIDES.		Cor. week, 1933.
	Week ended Mar. 16.	Prev. week.	
Spr. nat. strs.	9½@10	9½@10n	6½@ 7n
Hvy. nat. strs. @ 9½		@ 9½	@ 6
Hvy. Tex. strs. @ 9½		@ 9½n	@ 6n
Hvy. butt brnd'd strs.	@ 9½	@ 9½	@ 6
Hvy. Col. strs. @ 9b		@ 9	@ 5½
Ex-light Tex. strs.	@ 9b	@ 9	@ 5½n
Brnd'd cows.	@ 9b	@ 9	@ 5½n
Hvy. nat. cows @ 9n		@ 9n	5 @ 5½n
Lt. nat. cows @ 9b		@ 9	5½ @ 6
Nat. bulls ..	@ 6½	@ 6½	@ 5
Brnd'd bulls. 5½@ 6n		5½@ 6n	@ 4½
Calfskins	12@15	12 @ 15	8 @ 9½
Kips, nat.	11½@12	11½@12n	8 @ 8½n
Kips, ov-wt.	@ 11	10½@11n	7 @ 7½n
Kips, brnd'd. @ 9		@ 9½n	@ 6n
Slunks, reg.	@ 75	@ 75	@ 45n
Slunks, hris. 40 @ 50		40 @ 50	30 @ 35

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts.	@ 9ax	@ 9	5½@ 5½n
Branded	@ 8½ax	@ 8½	5 @ 5½n
Nat. bulls ..	6¼@ 6½	6 @ 6½n	4½@ 5n
Brnd'd bulls. 5½@ 6		5½@ 6n	4½@ 4½n
Calfskins	11½@12½	11 @ 12	7 @ 8½n
Kips	55 @ 60	55 @ 60½	35 @ 40n
Slunks, hris. 30 @ 35		30 @ 35	25 @ 30

COUNTRY HIDES.			
Hvy. steers ..	6¼@ 6½	6¼@ 6½	4 @ 4½n
Hvy. cows ..	6¼@ 6½	6¼@ 6½	4 @ 4½n
Butts	7 @ 7½	7 @ 7½	@ 5
Extremes ..	8 @ 9	8 @ 8½	@ 6ax
Bulls	4 @ 4½	4½@ 4½	3½@ 3½n
Calfskins ..	8½@ 9	8 @ 8½	@ 5½n
Kips	@ 8½	8 @ 8½	@ 5½n
Light calf ..	50 @ 60n	50 @ 60n	25 @ 30n
Deacons ..	50 @ 60n	50 @ 60n	25 @ 30n
Slunks, reg.	@ 20n	@ 20n	@ 10n
Slunks, hris.	@ 10n	@ 10n	@ 5n
Horsehides ..	2.85@3.40	2.85@3.40	1.75@2.25

SHEEPSKINS.			
Pkr. lambs ..	.....	.....	.....
Sm. pkr. ....	.....	.....	.....
Lambs	1.90@2.20	1.85@2.00	@ 60n
Pkr. shearings ..	@ 90	85 @ 90	@ 40
Dry pelts	@ 18	17 @ 18	6 @ 7

CHICAGO SECTION

E. O. Freund, president, Visking Corporation, has returned from an extended vacation in Florida and the West Indies.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 21,852 cattle, 6,981 calves, 45,067 hogs, 26,604 sheep.

George W. Beman, well known in provision trade circles, has opened an office at 859 Board of Trade Building, where he will conduct a brokerage business.

F. H. Clutton, secretary of the Board of the Board of Trade and V. W. Rooney of the provision pit, are in Washington to represent the provision warehousemen's interests at a code hearing for refrigerated warehouses.

Provision shipments from Chicago for the week ended March 10, 1934, with comparisons, were as follows:

	Week Mar. 10.	Previous week.	Same week, '33.
Cured meats, lbs....	20,405,000	21,941,000	15,442,000
Fresh meats, lbs....	44,675,000	48,101,000	33,933,000
Lard, lbs.	3,726,000	5,063,000	5,556,000

Edward Foss Wilson, president of Wilson & Co., and son of the Chairman of the Board, Thos. E. Wilson, entertained Thursday night at the Chicago Club for a group of the company's Chicago department heads and other executives. Among those present were Thos. E. Wilson, who took over the company in 1916, and the vice presidents of the company.

The following packers were in Chicago during the past week attending committee meetings at the Institute of American Meat Packers: John W. Rath, president, Rath Packing Co., Waterloo, Ia.; F. A. Hunter, president, Hunter Packing Co., East St. Louis, Ill.; Louis W. Kahn, president, The E. Kahn's Sons Co., Cincinnati, Ohio; H. Harold Meyer, president, The H. H. Meyer Packing Co., Cincinnati, Ohio; Ben Hormel, sr., vice president, Beef Division, George A. Hormel & Co., Austin, Minn.; R. S. Sinclair, president, Kingan & Co., Indianapolis, Ind.; Chester G. Newcomb, president, Lake Erie Provision Co., Cleveland, Ohio; and G. L. Childress, general manager, Houston Packing Co., Houston, Tex.

YE EDITOR GOES VISITING.

Young men in the meat packing industry, as well as "old timers," will be contacted by Paul I. Aldrich, editor of THE NATIONAL PROVISIONER, in the course of a combination vacation and business trip, with Mrs. Aldrich, to the West Coast. Mr. Aldrich plans to contact the young men to get their ideas about what the meat packing business is going to do when they run it, and the "old timers" whose estimate of the future is the outgrowth of the many changes they have witnessed in the past.

MEAT INSPECTION CHANGES.

Recent changes in federal meat inspection are reported as follows:

Meat inspection granted. — Perry Packing & Provision Co. of Iowa, Perry, Iowa; Hofherr Meat Products, 539 South Clark St., Chicago.

Meat inspection extended.—A. Fink & Sons, Inc., Newark, N. J., to include Bushwick Pork Packing Co., Inc.; Bushwick Pork Packing Co., Inc., Brooklyn, N. Y., to include A. Fink & Sons, Inc.; Hygrade Food Products Co.; American Provisions Export Co.; Western Packing & Provision Co.; Allied Packers, Inc.; Parker-Webb Co.; Klinck Packing Co.; F. Schenk & Sons Co.; Hygrade Provision Co., Inc.; Carmel Kosher Provision Co., Inc.; Bronx Provision Corporation of New York; Chris. Grozinger Corporation of New York; and B. S. Pincus.

Change in name of official establishment.—Hansen and Muchardt Co., Railroad Avenue and Secaucus Road, North Bergen, N. J., instead of Hansen & Chester.

PACKER AND FOOD STOCKS.

Price ranges of packers', leather companies', chain stores' and food manufacturers' listed stocks, March 14, 1934, or nearest previous date, with number of shares dealt in during week, and closing prices, March 7, 1934:

	Sales, High. Low.		—Close—	
	Week ended March 14.	March 14.	March 14.	March 14.
Amal. Leather	11,500	7 1/2	6 1/2	5 1/2
Do. Pfd.	3,200	44	44	35
Amer. H. & L.	3,800	10 1/2	9 1/2	10 1/2
Do. Pfd.	2,800	42	39 1/2	41
Amer. Stores	300	41	41	40
Armour A.	13,450	6 1/2	6	5 1/2
Do. B.	6,900	3	3	2 1/2
Do. Ill. Pfd.	7,300	61	59 1/2	60 1/2
Do. Del. Pfd.	500	87	87	88
Beechnut Pack.	1,400	60 1/2	60 1/2	58 1/2
Beback, H. C.	...	...	...	13 1/2
Do. Pfd.	...	...	...	50
Brennan Pack.	...	...	...	19
Do. Pfd.	...	...	...	50
Chick. Co. Oil.	1,000	28 1/2	28 1/2	27
Childs Co.	1,800	10 1/2	10 1/2	10 1/2
Cudahy Pack.	2,100	40 1/2	40 1/2	46
First Nat. Strs.	2,900	56 1/2	56	57 1/2
Gen. Foods	5,500	34 1/2	34	33 1/2
Gobel Co.	7,300	8 1/2	8 1/2	8 1/2
Gr. A. & P. 1st Pfd.	230	125	124 1/2	124 1/2
Do. New	138 1/2	137	137	137 1/2
Hormel, G. A.	...	...	...	19
Hygrade Food.	200	4 1/2	4 1/2	4 1/2
Kroger G. & B.	5,100	31 1/2	31	30 1/2
Libby McNeill.	1,700	5 1/2	5	5
McMarr Stores.	...	...	...	8 1/2
Mayer, Oscar.	...	...	...	5 1/2
Mickelberry Co.	700	2 1/2	2 1/2	2 1/2
M. & H. Pfd.	...	...	...	8
Morrell & Co.	200	45 1/2	45 1/2	45 1/2
Nat. Fd. Pd. A.	...	...	...	1 1/2
Do. B.	...	...	...	2
Nat. Leather.	2,650	2	2	1 1/2
Nat. Tea	2,200	17 1/2	17	16 1/2
Proc. & Gamb.	4,400	4 1/2	4 1/2	37 1/2
Do. Pr. Pfd.	610	105	105	105
Rath Pack.	50	25	25	25
Safeway Strs.	4,100	52	52	52
Do. 6% Pfd.	740	98 1/2	98 1/2	98 1/2
Do. 7% Pfd.	1,920	107 1/2	107 1/2	105 1/2
Stahl Meyer	...	...	...	5 1/2
Swift & Co.	11,450	17 1/2	16 1/2	16 1/2
Do. Intl.	2,600	27 1/2	27 1/2	27 1/2
Trunz Pork	...	...	...	15 1/2
U. S. Cold Stor.	...	...	...	33 1/2
U. S. Leather.	2,200	10 1/2	10 1/2	9 1/2
Do. A.	2,500	17 1/2	16 1/2	15
Do. Fr. Pfd.	...	...	...	75
Wesson Oil	6,600	20 1/2	20 1/2	20 1/2
Do. Pfd.	100	58	58	59 1/2
Wilson & Co.	4,500	7 1/2	7 1/2	6 1/2
Do. A.	12,500	21 1/2	20	18 1/2
Do. Pfd.	6,200	76 1/2	76	58 1/2

SWIFT BUYS TEXAS PLANT.

The packing plant of the Union Meat Company, San Antonio, Tex., has been sold to Swift & Company. The plant has a capacity of 200 to 300 cattle and 300 to 400 hogs per week. H. P. Jones is manager of the property which will continue to do business under the name of the Union Meat Company.

ARMOUR PROMOTIONS.

T. J. Dee, who has been associated with Armour and Company for thirty-four years, was made general manager of the Chicago plant on March 1. He succeeds Warren H. Sapp, who will be associated with Vice-President H. G. Mills in the general provision end of the business. C. L. Ashley, superintendent of the West Fargo, N. Dak., plant becomes assistant general manager at Chicago.

Mr. Dee entered the employ of the company in 1900 as an office boy. During the period of his association he has been in charge of the National Woodenware and also of the Central Box Board Co., both Armour subsidiaries, and of the Friedman Manufacturing Co., another subsidiary engaged in the manufacture and sale of oleomargarine. He has served as general manager of the company's St. Paul and Sioux City plants and more recently has been on the general plant manager's staff, which position he leaves to take up his new duties.

PROTECTION FOR RENDERERS.

Protection for the producers of inedible fats and greases as well as for the livestock industry was urged by H. J. Gramlich, of the University of Nebraska, through the limitation of imports of edible and inedible oils. As the result of a recent investigation, Mr. Gramlich says that tallow and grease are still selling below cost of production, in spite of the rise in price that has been experienced since the first of the year.

"In 1932 there were 1,375,416,000 lbs. of fats and oil used in the United States in the manufacture of soap," Mr. Gramlich said. "There is an annual production in this country of about 800,000,000 lbs. of inedible tallow and grease—produced from cattle and hogs. The great bulk of these products is normally used in the soap kettle. Might it not be possible that imports of coconut oil be limited to such amounts as would enable a fair market for domestic fats and oils, and the soapers continue to make acceptable soaps?"

"During the past several years, waste fats have not been gathered and rendered in many sections of this country, as the operations were on a losing

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basis. In fact, some 40 per cent of the rendering plants in the United States have ceased operations by reason of the low price for grease and other animal by-products.

"The price of live stock is dependable on the price of animal by-products, such as tallow, grease, hides, hair, bones and tankage. And 90 per cent of the corn produced in this country is fed to cattle and hogs. Is it not possible that the tremendous amounts of coconut oil imported in the last six years have been responsible for lowering the price of this oil from 9 cents to 3 cents per pound Chicago, and prime packer tallow from 9 cents to 3 1/4 cents per pound Chicago, during this period?"

"The American farmer deserves protection from other foreign oils and fats. Chief among these would be palm oil, palm kernel oil, sunflowerseed oil, whale oil, and certain fish oil. Some limits should be placed on all these products.

"There is a vast amount of cottonseed oil on hand today in the south. And no small amount of the 1933 cottonseed crop remains uncrushed. Why not limit imports of oils and fats to such an extent as to permit the surplus cottonseed oil to find more ready outlet? Then domestic growers of corn, soybeans and peanuts could aid in supplying oil were they encouraged.

"Surely a satisfactory adjusting balance can be reached without bringing disaster to any industry in this country, and at the same time aid in stabilizing the market for domestic oils and fats, which are an important part of American agricultural production."

DISCUSS OIL EXCISE TAX.

(Continued from page 30.)

is entirely dependent upon such fats and oils as are available in the United States and on importations from outside countries. We are using in the soap kettle every pound of material that is available in the United States in the form of fats and oils. The supply is wholly inadequate."

He stated that during the past ten years soap manufacturers had to fight continually to protect their supply of raw materials against renderers of shop fats and other inedible products. He said his industry had no quarrel with these interests but that "it would be impossible for the soap industry to consume satisfactorily the production of low grade tallows and greases and fish oils unless we had higher grade materials to blend with them, which higher grade materials are not available to the soap kettle in the United States."

Chester W. Gray, of the American Farm Bureau Federation, representing one of the groups favoring the tax, said:

"There is a secondary or indirect objective connected with this effort which is to supplant with domestic oils and fats products a portion of the uses now absorbed by foreign fats and oils products.

"This is not an effort totally to exclude from the domestic market foreign fats and oils. There will be some tendencies to reduce importations of these products from abroad. The various groups which are now and for some time have been associated in this effort are not advocating the 5c per pound

excise tax as an embargo against such products. Primarily it is a price elevation movement within the domestic markets, and in behalf, particularly of domestic products, but operative also upon the imported products. To make this program fully complete the tax must be made to apply on both edible and inedible fat and oil products."

NRA CONGRATULATES PACKERS.

Congratulations on its labor showing under the "new deal" were extended to the meat packing industry by General Hugh S. Johnson, national recovery administrator, when reports showed that employment in the industry had been re-established to the highest level since 1929, and pay rolls the highest since February, 1931.

"It is good," said General Johnson, "to know that the meat packing industry is now employing more men than it has employed in any month since January, 1929." The administrator's message was in response to a report made to him during recent code authority conferences by George M. Foster of Ottumwa, Ia., chairman of the Special Labor Committee of the Institute of American Meat Packers.

"Such messages," General Johnson added, "are encouraging to those of us who are working night and day to make the President's recovery program a success." The gist of Mr. Foster's report appeared in THE NATIONAL PROVISIONER of March 10.

Watch "Wanted" page for bargains.

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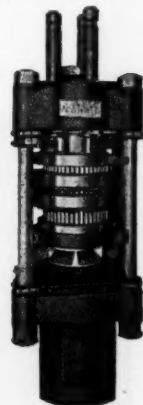
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CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
March 15, 1934.

REGULAR HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
8-10	12 1/2	11 1/2	12
10-12	12 1/2	11 1/2	11 3/4
12-14	12 1/2	11 1/2	11 3/4
14-16	12 1/2	11 1/2	11 3/4
10-16 range	12 1/2		

BOILING HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
16-18	13	11	11 1/2
18-20	13	11	11 1/2
20-22	13	11	11 1/2
16-22 range	13		

SKINNED HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
10-12	13	12	12 1/2
12-14	13	12	12 1/2
14-16	13	12	12 1/2
16-18	13	11 1/2	12
18-20	12 1/2	10 1/2	10 3/4
20-22	10 1/2	9 1/2	10
22-24	10 1/2	9 1/2	10
24-26	10 1/2	8 3/4	
26-28	10 1/2	8 1/2	
30-35	10	7 1/2	

PICNICS.

	Green Standard.	Sweet Pickled Standard.	Sh. Shank.
4-6	8 1/4	8 1/4	9 1/4
6-8	8 1/4	8 1/4	9
8-10	8 1/4	8 1/4	9
10-12	8 1/4	8 1/4	9
12-14	8 1/4	8 1/4	9

BELLIES.

	Green Sq. Sols.	S.P. Dry Cured.
6-8	12 1/2	12 1/2
8-10	12 1/2	12 1/2
10-12	11 1/2	11 1/2
12-14	11 1/2	11 1/2
14-16	10 1/2	10 1/2
16-18	10 1/2	9 3/4

*D. S. BELLIES.

	Standard.	Fancy.
14-16	8 1/4	8 3/4
16-18	8 1/4	8 3/4
18-20	8 1/4	8 3/4
20-25	8 1/4	8 3/4
25-30	8 1/4	8 3/4
30-35	7 1/2	7 3/4
35-40	7 1/2	7 3/4
40-50	7 1/2	7 3/4
50-60	7 1/2	7 3/4

*New but fully cured.

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	5 1/2	6
10-12	6	6 1/4
12-14	6 1/4	6 3/4
14-16	7 1/4	7 3/4
16-18	7 3/4	7 3/4
18-20	7 3/4	7 3/4
20-25	8	8 1/4

OTHER D. S. MEATS.

Extra short clears	35-45	7 1/2 n
Extra short ribs	35-45	7 1/2 n
Regular plates	6-8	6
Clear plates	4-6	5 1/4
Jowl butts		5
Green square jowls		5 3/4
Green rough jowls		5 1/4

LARD.

Prime steam, cash	6.47 1/2
Prime steam, loose	6.40
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	8.25
Raw leaf	6.50

FUTURE PRICES.

SATURDAY, MARCH 10, 1934.

	Open.	High.	Low.	Close.
LARD—				
May (Old)	6.15			6.15b
May	6.07 1/2	6.07 1/2		6.07 1/2 b
July	6.70	6.72 1/2	6.70	6.72 1/2 b
Sept.	6.92 1/2	6.95	6.90	6.95ax
CLEAR BELLIES—				
May (Old)				7.65n
May	8.15			8.15ax
July				8.45ax
Sept.				8.75n

MONDAY, MARCH 12, 1934.

	Open.	High.	Low.	Close.
LARD—				
May (Old)	6.12 1/2	6.15	6.12 1/2	6.15ax
May	6.65	6.67 1/2	6.62 1/2	6.65b
July	6.67 1/2	6.72 1/2	6.67 1/2	6.70-72 1/2
Sept.	6.90	6.92 1/2	6.87 1/2	6.92 1/2
CLEAR BELLIES—				
May (Old)				7.65n
May				8.15ax
July				8.40ax
Sept.				8.75ax

TUESDAY, MARCH 13, 1934.

	Open.	High.	Low.	Close.
LARD—				
May (Old)				6.15ax
May	6.65	6.67 1/2	6.65	6.65ax
July	6.70-72 1/2	6.72 1/2	6.70	6.70ax
Sept.	6.92 1/2-95	6.95	6.90	6.90
CLEAR BELLIES—				
May (Old)				7.65n
May	8.10			8.10
July	8.37 1/2	8.37 1/2	8.35	8.35
Sept.				8.75ax

WEDNESDAY, MARCH 14, 1934.

	Open.	High.	Low.	Close.
LARD—				
May (Old)				6.15ax
May	6.65	6.67 1/2	6.65	6.67 1/2
July	6.70			6.70b
Sept.	6.92 1/2	6.92 1/2	6.90	6.92 1/2 ax
CLEAR BELLIES—				
May (Old)				7.50n
May	8.00	8.05	8.00	8.10n
July	8.25			8.35n
Sept.				8.75n

THURSDAY, MARCH 15, 1934.

	Open.	High.	Low.	Close.
LARD—				
May (Old)				6.12 1/2 ax
May	6.65	6.65	6.62 1/2	6.65ax
July	6.67 1/2			6.67 1/2 ax
Sept.	6.92 1/2-90	6.92 1/2	6.87 1/2	6.87 1/2
CLEAR BELLIES—				
May (Old)				7.45n
May	8.00	8.05	8.00	8.05b
July	8.25	8.27 1/2	8.25	8.27 1/2 b
Sept.				8.62 1/2 ax

FRIDAY, MARCH 16, 1934.

	Open.	High.	Low.	Close.
LARD—				
May (Old)	6.05	6.07 1/2	5.97 1/2	5.97 1/2 b
May	6.60	6.60	6.52 1/2	6.52 1/2 b
July	6.65	6.65	6.60	6.60b
Sept.	6.85	6.85	6.77 1/2	6.80b
CLEAR BELLIES—				
May (Old)				7.45n
May				8.05ax
July	8.27 1/2			8.27 1/2
Sept.				8.62 1/2 ax

Key: ax, asked; b, bid; n, nom; —, split.

ANIMAL OILS.

Prime edible lard oil	9 1/2
Prime inedible	6 1/2
Headlight	6 1/2
Prime winterstrained	8 1/2
Extra winterstrained	8
Extra lard oil	7 1/2
Extra No. 1 lard oil	7 1/2
No. 1 lard oil	7
No. 2 lard oil	6 1/2
Acidless tallow oil	6 1/2
20° neatfoot oil	16 1/2
Pure neatfoot oil	12 1/2
Special neatfoot oil	8
Extra neatfoot oil	7 1/2
No. 1 neatfoot oil	7 1/2

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended March 10, 1934:

	Week ended Mar. 10, 1934.	Week ended Mar. 11, 1933.	From Nov. 1, 1933, to Mar. 10, 1934.
PORK.			
Total	152	136	1,739
To United Kingdom	152	85	960
Other Europe		11	471
West Indies			299
Canada		40	

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	4,244	1,485	51,422
To United Kingdom	4,084	1,429	45,357
Other Europe	159	51	4,966
West Indies		2	125
Canada		3	210
Other countries			1,384

LARD.

	M lbs.	M lbs.	M lbs.
Total	6,181	7,298	151,709
To United Kingdom	5,298	4,139	98,561
Other Europe	738	2,082	48,439
So. and Cent. America	72	379	2,620
West Indies	54	638	2,087
Other countries			2

TOTAL EXPORTS BY PORTS.

	From	Pork, Bbls.	Hams, M lbs.	Lard, M lbs.
New York	152	764	2,189	
Boston			112	
Philadelphia			96	
Baltimore			117	
Norfolk			248	
New Orleans			123	
St. John, N. B. West		2,193	1,785	
Halifax		1,287	1,907	
Total week	152	4,244	6,181	
Previous week		4,860	6,675	
2 weeks ago	151	3,690	4,823	
Cor. week 1933	136	1,485	7,298	

SUMMARY OF EXPORTS FROM NOVEMBER 1, 1933, TO MARCH 10, 1934.

	1933.	1932 to 1934.	Increase.	De-crease.
Pork, M lbs.	348	735		388
Bacon and Hams, M lbs.	51,422	27,778	23,644	
Lard, M lbs.	151,709	208,103		56,393

CURING MATERIALS.

	Cwt.	Sacks.
Nitrite of soda, per 100 lbs.	\$9.08	
(1 to 4 bbl. delivered.)		
(5 or more bbls. per 100 lbs. delivered)	8.93	
Salt, per ton, in carlots, f.o.b. Chicago:		
Granulated, air dried	\$6.00	
Medium, air dried	8.19	
Large, air dried	10.40	
Rock, carlots, per ton, f.o.b. Chicago	8.00	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans	63.20	
Second sugar, 90 basis	none	
Standard sugar, f.o.b. removers (2%)	64.50	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	64.10	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	64.00	

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	8 1/4	10 1/4
Cinnamon	12	18
Cloves	13 1/2	18
Coriander	7	8 1/4
Ginger		10
Mace, Banda	62	84
Nutmeg	12	16
Pepper, black	12	18 1/2
Pepper, Cayenne		2
Pepper, red		18
Pepper, white	18	20

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.45	@1.47 1/2
Oak pork barrels, black iron hoops	1.35	@1.37 1/2
Ash pork barrels, galv. iron hoops	1.32 1/2	@1.35
Oak pork barrels, galv. iron hoops	1.42 1/2	@1.45
White oak ham tierces	2.30	@2.33 1/2
Red oak lard tierces	2.12 1/2	@2.15
White oak lard tierces	2.22 1/2	@2.25

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers—	March 14, 1934.	1933.
400-600	12 @ 13	12 @ 12 1/2
600-800	9 1/2 @ 10 1/2	12 @ 12 1/2
800-1000	9 @ 9 1/2	9 @ 9 1/2
Good native steers—		
400-600	10 @ 10 1/2	10 @ 11
600-800	8 1/2 @ 9 1/2	9 @ 10
800-1000	8 @ 8 1/2	8 @ 8 1/2
Medium steers—		
400-600	9 @ 9 1/2	9 1/4 @ 10
600-800	7 1/2 @ 8 1/2	7 1/2 @ 8 1/2
800-1000	7 @ 7 1/2	7 1/2 @ 8
Helpers, good, 400-600.	9 1/2 @ 10 1/2	9 1/4 @ 11 1/4
Cows, 400-600	5 1/2 @ 6 1/2	5 1/2 @ 6
Hind quarters, choice.	@ 15 1/2	@ 16
Fore quarters, choice.	@ 10 1/2	@ 10

Beef Cuts.

Steer loins, prime.	@ 20	@ 18
Steer loins, No. 1.	@ 16	@ 16
Steer loins, No. 2.	@ 15	@ 14
Steer short loins, prime.	@ 26	@ 25
Steer short loins, No. 1.	@ 20	@ 21
Steer short loins, No. 2.	@ 19	@ 18
Steer loin ends (hips).	@ 12	@ 12
Steer loin ends, No. 2.	@ 11 1/2	@ 11
Cow short loins.	@ 13	@ 12
Cow loin ends (hips).	@ 8	@ 8
Steer ribs, prime.	@ 16	@ 15
Steer ribs, No. 1.	@ 12	@ 11
Steer ribs, No. 2.	@ 11	@ 10
Cow ribs, No. 1.	@ 8	@ 7 1/2
Cow ribs, No. 2.	@ 7	@ 7
Steer rounds, prime.	@ 17 1/2	@ 16
Steer rounds, No. 1.	@ 9 1/2	@ 9 1/2
Steer rounds, No. 2.	@ 9	@ 9
Steer chucks, prime.	@ 9	@ 8
Steer chucks, No. 1.	@ 7 1/2	@ 7
Steer chucks, No. 2.	@ 7 1/2	@ 6 1/2
Cow rounds.	@ 7 1/2	@ 6 1/2
Cow chucks.	@ 6 1/2	@ 6
Steer plates.	@ 5	@ 5
Medium plates.	@ 4 1/2	@ 4
Briskets, No. 1.	@ 7	@ 7
Steer navel ends.	@ 3	@ 2 1/2
Cow navel ends.	@ 3	@ 3
Fore shanks.	@ 5	@ 4
Hind shanks.	@ 4	@ 4
Strip loins, No. 1, bbls.	@ 30	@ 30
Strip loins, No. 2.	@ 27	@ 27
Sirloin butts, No. 1.	@ 16	@ 16
Sirloin butts, No. 2.	@ 14	@ 14
Beef tenderloins, No. 1.	@ 40	@ 40
Beef tenderloins, No. 2.	@ 30	@ 30
Ramp butts.	@ 11	@ 11
Flank steaks.	@ 12	@ 12
Shoulder clods.	@ 8 1/2	@ 8
Hanging tenderloins.	@ 6	@ 5 1/2
Insides, green, 6@8 lbs.	@ 9 1/2	@ 10
Outsides, green, 5@6 lbs.	@ 8 1/2	@ 8
Knuckles, green, 5@6 lbs.	@ 9	@ 8 1/2

Beef Products

Brains (per lb.).	@ 5 1/2	@ 7
Hearts.	@ 5	@ 4
Tongues.	@ 15	@ 14
Sweetbreads.	@ 17	@ 16
Ox-tail, per lb.	@ 6	@ 6
Fresh tripe, plain.	@ 4	@ 4
Fresh tripe, H. C.	@ 8	@ 8
Livers.	@ 12	@ 12
Kidneys, per lb.	@ 8	@ 8

Veal.

Choice carcass.	10 @ 11	@ 11
Good carcasses.	8 @ 10	@ 9
Good saddles.	10 @ 14	@ 14
Good racks.	8 @ 10	@ 9
Medium racks.	5 @ 6	@ 6

Veal Products.

Brains, each.	@ 6 1/2	@ 8
Sweetbreads.	@ 35	@ 30
Calf livers.	@ 35	@ 30

Lamb.

Choice lambs.	@ 17	@ 13
Medium lambs.	@ 15	@ 11
Choice saddles.	@ 19	@ 15
Medium saddles.	@ 17	@ 13
Choice fores.	@ 15	@ 10
Medium fores.	@ 13	@ 8
Lamb fries, per lb.	@ 25	@ 25
Lamb tongues, per lb.	@ 15	@ 9
Lamb kidneys, per lb.	@ 20	@ 15

Mutton.

Heavy sheep.	@ 6	@ 5
Light sheep.	@ 10	@ 9
Heavy saddles.	@ 10	@ 7
Light saddles.	@ 12	@ 12
Heavy fores.	@ 4	@ 3
Light fores.	@ 8	@ 6
Mutton legs.	@ 12	@ 12
Mutton loins.	@ 10	@ 8
Mutton stew.	@ 3	@ 4
Sheep tongues, per lb.	@ 9	@ 10
Sheep heads, each.	@ 8	@ 8

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@ 14 1/2	@ 11
Picnic shoulders.	@ 10	@ 6
Skinless shoulders.	@ 11 1/2	@ 7
Tenderloins.	@ 30	@ 7
Spare ribs.	@ 9	@ 5 1/2
Back fat.	@ 7 1/2	@ 6
Boston butts.	@ 13	@ 8 1/2
Boneless butts, cellar trim, 2@4.	@ 17	@ 10
Hocks.	@ 7	@ 5
Tails.	@ 6	@ 4
Neck bones.	@ 2 1/2	@ 2 1/2
Slip bones.	@ 6	@ 4
Blade bones.	@ 9	@ 4
Pigs feet.	@ 3	@ 2
Kidneys, per lb.	@ 7	@ 4
Livers.	@ 7	@ 4
Brains.	@ 5	@ 6 1/2
Ears.	@ 4	@ 3
Snouts.	@ 4 1/2	@ 3
Heads.	@ 5	@ 4

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.	@ 22	@ 22
Country style sausage, fresh in links.	@ 16 1/2	@ 16 1/2
Country style sausage, fresh in bulk.	@ 13 1/2	@ 13 1/2
Country style sausage, smoked.	@ 17 1/2	@ 17 1/2
Frankfurts in sheep casings.	@ 19 1/2	@ 19 1/2
Frankfurts in hog casings.	@ 17 1/2	@ 17 1/2
Bologna in beef bungs, choice.	@ 15	@ 15
Bologna in beef middles, choice.	@ 14	@ 14
Liver sausage in beef rounds.	@ 14	@ 14
Smoked liver sausage in hog bungs.	@ 17	@ 17
Liver sausage in hog bungs.	@ 15 1/2	@ 15 1/2
Head cheese.	@ 19	@ 19
New England luncheon specialty.	@ 17	@ 17
Minceo luncheon specialty, choice.	@ 23 1/2	@ 23 1/2
Tongue sausage.	@ 17 1/2	@ 17 1/2
Blood sausage.	@ 17 1/2	@ 17 1/2
Souse.	@ 16	@ 16
Polish sausage.	@ 16	@ 16

DRY SAUSAGE.

Cervelat, choice, in hog bungs.	@ 35	@ 35
Thuringer cervelat.	@ 16 1/2	@ 16 1/2
Farmer.	@ 24	@ 24
Holsteiner.	@ 23	@ 23
B. C. salami, choice.	@ 33	@ 33
Milano salami, choice, in hog bungs.	@ 33 1/2	@ 33 1/2
B. C. salami, new condition.	@ 28	@ 28
Frisses, choice, in hog middles.	@ 36	@ 36
Genoa style salami.	@ 27	@ 27
Pepperoni.	@ 17	@ 17
Mortadella, new condition.	@ 25	@ 25
Capicola.	@ 26	@ 26
Italian style hams.	@ 26	@ 26
Virginia hams.	@ 26	@ 26

SAUSAGE MATERIALS.

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings.	@ 7	@ 7
Special lean pork trimmings.	@ 12	@ 12
Extra lean pork trimmings.	@ 13 1/2	@ 13 1/2
Pork cheek meat.	@ 7	@ 7
Pork hearts.	@ 7	@ 7
Pork livers.	@ 7	@ 7
Native boneless bull meat (heavy).	@ 6 1/2	@ 6 1/2
Boneless chucks.	@ 6 1/2	@ 6 1/2
Shank meat.	@ 5 1/2	@ 5 1/2
Beef trimmings.	@ 4	@ 4
Beef cheeks (trimmed).	@ 14	@ 14
Dressed canners, 350 lbs. and up.	@ 4 1/2	@ 4 1/2
Dressed cutter cows, 400 lbs. and up.	@ 5 1/2	@ 5 1/2
Dr. bologna bulls, 600 lbs. and up.	@ 2	@ 2
Beef tripe.	@ 18 1/2	@ 18 1/2
Pork tongues, canner trim, S. P.	@ 18 1/2	@ 18 1/2

SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:		
Domestic rounds, 180 pack.	36	
Domestic rounds, 140 pack.	47	
Export rounds, wide.	54	
Export rounds, medium.	43	
Export rounds, narrow.	53	
No. 1 weasand.	69	
No. 2 weasand.	65	
No. 1 bungs.	16@18	
No. 2 bungs.	11@12	
Middles, regular.	1.20	
Middles, select wide, 2@2 1/2 in. diam.	1.45@1.50	
Middles, select, extra wide, 2 1/2 in. and over.	2.10	
Dried bladders:		
12-15 in. wide, flat.	.90	
10-12 in. wide, flat.	.85	
8-10 in. wide, flat.	.85	
6-8 in. wide, flat.	.80@.85	
Hog casings:		
Narrow, per 100 yds.	2.10	
Narrow, special, per 100 yds.	1.60	
Medium, regular.	1.40	
Wide, per 100 yds.	1.35	
Extra wide, per 100 yds.	1.35	
Export bungs.	.24	
Large prime bungs.	.20	
Medium prime bungs.	.13	
Small prime bungs.	.08	
Middles, per set.	.10	
Stomachs.	.08	

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate.	\$5.25	
Large tins, 1 to crate.	5.75	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate.	6.25	
Large tins, 1 to crate.	7.00	
Smoked link sausage in hog casings—		
Small tins, 2 to crate.	5.50	
Large tins, 1 to crate.	6.25	

DRY SALT MEATS.

Clear bellies, 18@20 lbs.	@ 8 1/2	@ 8 1/2
Clear bellies, 14@16 lbs.	@ 8 1/2	@ 8 1/2
Rib bellies, 25@30 lbs.	@ 8	@ 8
Fat backs, 10@12 lbs.	@ 6	@ 6
Fat backs, 14@16 lbs.	@ 7 1/2	@ 7 1/2
Regular plates.	@ 6	@ 6
Butts.	@ 4 1/2	@ 4 1/2

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	14 @ 14 1/2	@ 14 1/2
Fancy skd. hams, 14@16 lbs.	14 1/2 @ 15 1/2	@ 15 1/2
Standard reg. hams, 14@16 lbs.	12 @ 13	@ 13
Picnic, 4@8 lbs.	10 @ 11	@ 11
Fancy bacon, 6@8 lbs.	17 @ 18	@ 18
Standard bacon, 6@8 lbs.	14 @ 14	@ 14
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.	@ 25	@ 25
Outsides, 6@8 lbs.	@ 21	@ 21
Knuckles, 5@9 lbs.	@ 24	@ 24
Cooked hams, choice, skin on, fattened.	@ 24	@ 24
Cooked hams, choice, skinless, fattened.	@ 25	@ 25
Cooked picnics, skin on, fattened.	@ 19 1/2	@ 19 1/2
Cooked picnics, skinless, fattened.	@ 20 1/2	@ 20 1/2
Cooked loin roll, smoked.	@ 24	@ 24

BARRELED PORK AND BEEF.

Mess pork, regular.	@ 21.00	@ 21.00
Family back pork, 24 to 34 pieces.	@ 21.00	@ 21.00
Family back pork, 35 to 45 pieces.	@ 19.00	@ 19.00
Clear back pork, 40 to 50 pieces.	@ 18.00	@ 18.00
Clear plate pork, 25 to 35 pieces.	@ 17.00	@ 17.00
Brisket pork.	@ 19.00	@ 19.00
Bean pork.	@ 14.50	@ 14.50
Plate beef.	@ 10.00	@ 10.00
Extra plate beef, 200 lb. bbls.	@ 11.00	@ 11.00

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00	
Honey comb tripe, 200-lb. bbl.	15.00	
Pocket honeycomb tripe, 200-lb. bbl.	17.00	
Pork feet, 200-lb. bbl.	13.25	
Pork tongues, 200-lb. bbl.	35.00	
Lamb tongues, short cut, 200 lb. bbl.	35.00	

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.	@ 9 1/2	@ 9 1/2
Nut, 1-lb. cartons, f.o.b. Chicago.	@ 8 1/2	@ 8 1/2
Pastry, 60-lb. tubs, f.o.b. Chicago.	@ 10	@ 10

LARD.

Prime steam, cash, Bd. Trade.	@ \$6.47 1/2	@ 6.47 1/2
Prime steam, loose, Bd. Trade.	@ 6.40	@ 6.40
Refined lard, tierces, f.o.b. Chicago.	@ 8	@ 8
Kettle rendered, tierces, f.o.b. Chgo.	@ 8 1/2	@ 8 1/2
Leaf kettle rendered, tierces, f.o.b. Chicago.	@ 8 1/2	@ 8 1/2
Neutral, in tierces, f.o.b. Chicago.	@ 8 1/2	@ 8 1/2
Compound, vegetable, tierces, c.a.f..	@ 7 1/2	@ 7 1/2

OLEO OIL AND STEARINE.

Extra oleo oil.	@ 6	@ 6
Prime No. 1 oleo oil.	@ 5 1/2	@ 5 1/2
Prime No. 2 oleo oil.	@ 5 1/2	@ 5 1/2
Prime No. 3 oleo oil.	@ 4	@ 4
Prime oleo stearine, edible.	5 @ 5	@ 5

TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre.	3% @ 3 1/2	@ 3 1/2
Prime packers' tallow.	3 1/2 @ 3 1/2	@ 3 1/2
No. 1 tallow, 10% f.f.a.	3 @ 3 1/2	@ 3 1/2
No. 2 tallow, 40% f.f.a.	2 1/2 @ 2 1/2	@ 2 1/2
Choice white grease.	3% @ 3 1/2	@ 3 1/2
A-White grease.	3 1/2 @ 3 1/2	@ 3 1/2
B-White grease, maximum 5% acid.	3 @ 3 1/2	@ 3 1/2
Yellow grease, 10@15%.	2 1/2 @ 3	@ 3
Brown grease, 40% f.f.a.	2 1/2 @ 2 1/2	@ 2 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.		
Valley points, prompt.	@ 4 1/2	@ 4 1/2
White, deodorized, in bbls., f.o.b. Chgo.	6 1/2 @ 6 1/2	@ 6 1/2
Yellow, deodorized.	6 1/2 @ 6 1/2	@ 6 1/2
Soap stock, 50% f.f.a., f.o.b.	@ 1	@ 1
Corn oil, in tanks, f.o.b. mills.	4 1/2 @ 4 1/2	@ 4 1/2
Soya bean oil, f.o.b. mills.	6.00 @ 6.50	@ 6.25
Cocconut oil, seller's tanks, f.o.b. coast.	2 1/2 @ 2 1/2	@ 2 1/2
Refined in bbls., f.o.b. Chicago.	6 @ 6 1/2	@ 6 1/2

RETAIL SECTION

EASTER ushers in the spring regardless of what the calendar may say.

It also ushers in a change in living habits for most of the American people. Eating habits show a marked change.

The retail man who wants to do a good business during the spring months should watch these changing habits and govern his purchases and displays accordingly.

Easter Trade Important.

It has been the experience of most retail merchants that a good volume of business during Easter week means a good volume throughout the spring.

Ham is in popular demand at Easter for the family dinner. This gives the best possible impetus to building volume ham business.

Building a profitable ham business is aided by merchandising both the whole (or half) and sliced ham. If the sale of whole hams is pushed at such times since they have the greatest consumer use, such as at Easter, it will encourage customers to buy ham throughout the year and this increases the opportunity to sell other foods served with ham. Also, sliced ham business is very profitable.

Sliced Ham Profitable.

The key to sliced ham profits, according to a pamphlet of merchandising suggestions recently published by Armour and Company, is the proper merchandising of butts and shanks. Lower margins of profit on specials of whole ham are offset by volume increase in the day-to-day sliced ham sales which are very profitable.

The retailer should, in merchandising his ham, follow a consistent policy as concerns the brand and grade of hams

Easter Ham Starts the Spring Trade —Try Giving It a Good Start

he sells. Constant shifting between brands and from grade to grade weakens a merchandising program. It puts it largely on a price basis and encourages customers to shop. It also destroys the opportunity to maintain a reputation for uniform ham quality. It is not so much a question of what brands

what gross margin is being made at the present time.

If the gross margin on sales is unsatisfactory, the proper adjustment may be made either by changing the averages that are now selling, the present method of cutting, the proportion of hams sold whole or half and the proportion sliced, or by increasing the total ham volume by proper promotion.

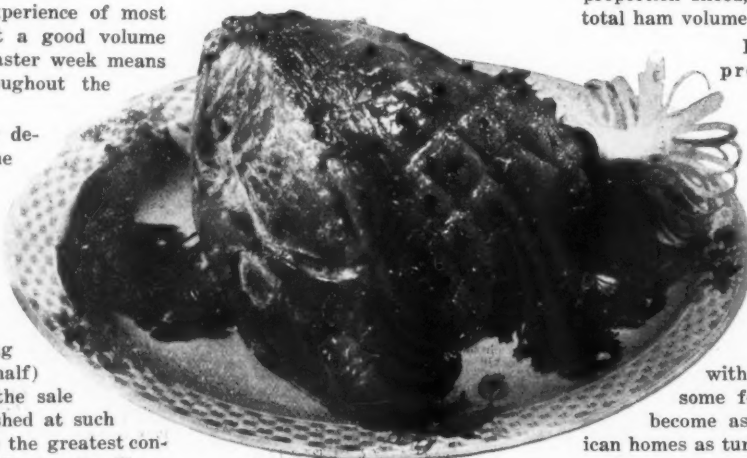
In considering this problem, some merchants attempt to work on too long a margin rather than considering the total dollar income secured on a larger volume of business.

Easter Menu Planned

On Easter housewives plan menus with extra care. Ham in some form at this time has become as traditional in American homes as turkey for Thanksgiving.

Each merchant should make his store the headquarters for Easter foods. He should merchandise not only whole and half hams, but slices and cuts as well as cooked and baked and canned hams. Bacon should be included.

A large variety of food items should be featured which are served with ham or bacon. Displays of ham, bacon, eggs and other Easter foods should be maintained in preferred display spots throughout the store during the week prior to Easter. These displays should be supported with attractive windows and banners inside the store and the store advertised as "Headquarters for Easter Foods." In addition to meat products displayed, such canned fruit as pineapple and apricots will also sell



or brand to feature but of standardizing on one grade and brand. The important thing is that the dealer be consistent in whatever policy he decides upon so that his customers will know what to expect from him.

A proper assortment of averages is necessary. Many dealers assort their averages to include: 1, the popular whole ham average; 2, an average slightly heavier for half hams; 3, a still heavier average for slicing. Dealers generally have more success in making butts and shanks attractive pieces of meat if cut from the heavier weight hams. As such they command a higher price. In case all center slices are removed, the butts and shanks should be priced accordingly.

To Determine Gross Margin.

The experience of many retailers shows that an adjustment of gross margin on hams in line with good merchandising practice will materially increase sales and profits for the reasons that the handling and labor cost is low; there is small shrinkage and waste and a minimum of selling effort is required.

The chart given in the box on this page is a simple device to determine

To Determine Gross Margin

Center slices....lbs. at...c.	Sales \$...
Butt End .....lbs. at...c.	Sales \$...
Shank End .....lbs. at...c.	Sales \$...
Total Dollar Sales.....	\$...
Cost of Ham.....lbs. at...c.	Cost \$...
Total Gross Margin.....	\$...
Divide Gross Margin by total sales to give per cent Gross Margin on Sales	%

Suggested Easter Menu

Olives	Chilled Grapefruit Juice	Pickles
	Celery Hearts	
	Baked Ham with Apricots	
	Carmelized Sweet Potatoes	
	Spinach Ring	
	Filled with Buttered Carrots	
	Lettuce with Russian Dressing	
	Rhubarb Charlottes	
	Coffee	

well at this time, and with attractive and appetizing poster displays, will increase the sale of ham.

Every sales person, either by telephone or personal contact with customers, should suggest ham, bacon or other Easter foods during the whole week prior to Easter.

The Easter ham business is something worth going after and getting, even at the cost of considerable energy. It is an opportunity ready made for the retailer. It is up to him whether he makes good use of it or chooses the lines of least resistance and lets it slide by.

PLEASING THE WOMEN.

There are two things which a woman customer will notice about a meat market before she even tries the meat. If these two things do not measure up to her standard—be the meat ever so good—she will leave it for someone else to buy.

The first of these points is cleanliness. She will run her eye over the floor and walls, the show cases and the salesmen. She has a discerning eye and the least dirt will repel her. The man who cannot see dirt, either in his shop or upon himself, steadily loses business to his cleaner competitors.

The second thing the woman customer notices is courtesy. It costs nothing in overhead to greet customers with a cheery word or smile, open the door for those whose arms are full, or carry the bundles to the car. No matter how busy the salesman may be, he must bear in mind that his customer may not be in quite so much of a hurry, and his job is to please her.

Customers must be served as they wish to be served. Attention to details of this kind may mean hundreds of dollars added to the year's profits.

CUSTOMER COOPERATION.

One meat dealer received some splendid ideas for display by asking the cooperation of his women customers. In the meat business, as is any other, it is possible to get into a rut, particularly in the matter of display. Unless one can get on the other side of the fence and look at display cases with the eyes of the customer, the daily task of making up displays is bound to become wearisome and a matter of routine.

This merchant decided to ask his women customers what they would like to see displayed, and how the display could be arranged to mean the most to them. He found they had some excellent ideas on the matter, not only along the line of what meats to display, but their artistic sense was surprising and very helpful.

NEWS OF THE RETAILERS.

Hans Nelson of Hawkins, Wis., has rented the store formerly leased by S. A. Himo in Woodville, Wis., and will install a meat market.

Earl Bonter has opened a new grocery store and meat market in the Eaton Building, Grand Rapids, Mich.

Francis Van Vark, Pella, Ia., has leased the meat market at Ottumwa, Ia., formerly operated by Allen Shaw and has opened for business.

The Podach and Pautsch meat market at 322 Jefferson st., Stevens Point, Wis., which has been closed for the past four months, has re-opened under the same management.

Harold Darnier, proprietor of the City Meat Market, Mason City, Ia., has sold out to H. Walk of Kensett, who will shortly take possession of the market.

Fred Locke, who purchased the Ham-montree meat market last summer, at Perry, Mich., has sold his business to Thomas Goslin, of Morrice. Mr. Goslin also owns the market at Morrice and will continue to operate both markets.

The meat market department of the Three Oaks Department store, Three Oaks, Mich., has been moved into the Masonic building and is known as the Dedrick Meat store. Earl Vetterly is in charge.

R. E. Danner, Allison, Ia., has sold his meat market to H. V. Opperman.

John A. Sheeley has opened a grocery and meat store at Hastings, Neb.

SERVICE BY CHAIN STORES.

Almost one-half of 1,700 reporting chain-store systems, operating more than 8,000 stores and selling more than one and one quarter billions of dollars of merchandise in 1928, employed credit to some extent, according to the Federal Trade Commission's latest chain store study, entitled "Service Features in Chain Stores."

For all kinds of chain stores combined it was estimated that cash sales were 90 per cent of the total sales, while credit sales amounted to 10 per cent of total sales. About 75 per cent of the grocery and grocery and meat chains sold only for cash.

While almost half of the chains rendered some delivery service, such chains operated less than one-fifth of the stores and accounted for less than one-third of the total sales of all chains reporting. On 88.8 per cent of the total net sales of all reporting chains, it is estimated that no free delivery service was given to customers, while the remainder, or 11.2 per cent, was delivered free. More than two-fifths of the grocery and meat chains gave some delivery service.

A little more than one half of the reporting chains stated that none of their stores accepted telephone orders in 1928. Those chains account for slightly less than one-half of the stores and sales reported by the 1,499 chains.

Of the 10,474 stores operated by grocery chains reporting to the Commission on self-service features, 1,198 or 11.4 per cent were self service stores, while of the 32,330 stores of the reporting grocery and meat chains, 1,811 or only 5.6 per cent were operated on the self-service principle.

1933 Revised

Retail Meat Price Charts

to meet the changed conditions

ARE NOW READY FOR YOU

These cost finding and pricing charts for meat retailing are especially valuable in markets desiring a quick reference sheet for costs and selling prices of retail cuts based on given carcass values. The price range is wide for Beef, Veal, Pork, Lamb and Mutton.

The charts were worked out with the practical needs of the dealer in mind, and there is nothing mechanical about them. They save time in daily price calculations and are protection against mistakes. They are particularly valuable at inventory time.

Chart No. 1 gives cost and selling prices of retail cuts from whole carcasses or sides.

Chart No. 2 gives cost and selling prices of retail cuts from extra wholesale cuts, such as chuck, loins, ribs, rounds, etc.

You will have use for both charts, and we offer them to you at the price of \$2.00 for both chart No. 1 and No. 2. Either may be had at \$1.00 each.

Handy coupon for your order is given below. You may send cash.

The National Provisioner
407 S. Dearborn Street,
Chicago, Illinois.

Enclosed find \$..... for which send the following number of 1933 Revised Meat Price Cards.

Quantity No. 1.....

Quantity No. 2.....

Name.....

Street.....

City.....

State.....

AMONG RETAIL MEAT DEALERS.

The meeting of Eastern District Branch, Tuesday of this week, was presided over by Chris Stein. In addition to reports from the various active committees the chairman of the entertainment committee informed the members that the regular ladies' night will take place at Schwaben Hall, April 17. State president Anton Hehn, who had made a flying trip to Albany in opposition to the contemplated sales tax, proposed by the state legislature, stretched his work day so as to install the officers of this branch. They are: President Joseph Wagner; first vice president Simon Levy; second vice president Joseph Behrmann; treasurer Theodore C. Meyer; financial secretary Andrew P. Hickman; recording secretary Andrew Albern; executive secretary Fred C. Riester; warden Andrew

Schaeffer and trustee, Chris Stein. On behalf of the members the branch's attorney presented the retiring president with an electric chime clock. Phil Koch, president of Jamaica Branch, was a visitor.

The first Brooklyn inter-branch meeting attracted large delegations from Brooklyn, Eastern District, Jamaica and South Brooklyn branches, as well as from the newly formed Greater New York Independent Wholesale Meat Dealers' Association. Ye Olde New York Branch was represented by Joseph Eschelbacher. The meeting was held in the headquarters of the Brooklyn Branch, March 8, with state president Anton Hehn chairman. The principal speaker was Deputy Commissioner Kimball. Other speakers included Albert Rosen, Mr. Kaufmann of the

Greater New York Independent Wholesale Meat Dealers Association, Joseph Rossman, Mike Smith, Phil Koch, Joseph Wagner and attorney Aaron Kaufmann. Luncheon was served by Holland House Coffee and Wetzstein & Son. A door prize, presented by Holland House Coffee, was awarded to Henry Fischer.

The sympathy of the trade is being extended to Andrew P. Hickman, financial secretary Eastern District Branch, whose 3½-year-old daughter died recently.

The Eastern District Ladies' Auxiliary will hold a card party and bunco Thursday evening, April 5, in Schwaben Hall. Mrs. Ed Stein is chairman and tickets may be secured from her or Mrs. E. Glucker.

The National Association of Retail Meat Dealers has authorized the New York State Association to obtain all necessary statistics for the purpose of applying for a code for retail meat dealers. The State Association has appointed George Kramer, chairman; Emanuel Celler, legal advisor, and Edwin W. Williams, acting secretary. Other members on the committee include: Lester M. Kirschbaum, Anton Hehn, J. Eschelbacher, and Joseph Rossman. In addition, the services of Isaac Weill, lawyer and former member of the local NRA board, have been secured. The revised code to be submitted to the administration at Washington will be ready for release to retail meat dealers throughout the country within the next week or ten days. At the present time, retail meat dealers are included in the general food field code and since the problems of the meat trade are so varied and different from those experienced in other food lines, it is felt that a separate code should govern it.

NEW YORK NEWS NOTES.

O. E. Young, branch house sales department, Swift & Company, Chicago, was in New York during the past week.

Visitors to New York last week included Thomas E. Wilson, chairman of the board, and C. W. Becker, executive department, Wilson & Co., Chicago.

The office employees of New York Butchers Dressed Meat Company will hold a St. Patrick's day dance at the Hotel St. George, Brooklyn, on March 17. John McHugh, office manager, is in charge of the arrangements.

E. C. Andrews, president Jacob Dold Packing Company, Buffalo, and Mrs. Andrews, visited New York for several days before leaving for Florida where they will spend a few weeks. B. A. Braun, vice president and general sales manager of the company was also in New York last week.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on March 15, 1934:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (1) (300-500 LBS.):				
Choice	\$10.50@11.00		\$10.50@11.00	
Good	8.50@10.50		9.00@10.50	
Medium	7.50@ 8.50		8.00@ 9.00	
Common	6.50@ 7.50			
STEERS (500-600 LBS.):				
Choice	10.00@11.00		11.00@11.50	11.00@12.00
Good	8.00@10.00		9.00@11.00	10.00@11.00
Medium	7.00@ 8.00		8.00@ 9.00	9.00@10.00
Common	6.50@ 7.00			
STEERS (600-700 LBS.):				
Choice	9.50@10.50		10.50@11.50	10.50@11.50
Good	8.00@ 9.50		9.00@10.50	10.00@11.50
Medium	7.00@ 8.00	8.00@ 8.50	8.00@ 9.00	9.00@ 9.50
STEERS (700 LBS. UP):				
Choice	8.50@ 9.50	9.50@10.50	9.50@10.50	10.50@11.00
Good	7.50@ 8.50	8.50@ 9.50	8.50@ 9.50	10.00@10.50
COWS:				
Good	6.50@ 7.50	7.00@ 7.50	7.50@ 8.00	7.50@ 8.00
Medium	6.00@ 6.50	6.50@ 7.50	6.50@ 7.50	7.00@ 7.50
Common	5.50@ 6.00	6.00@ 6.50		6.50@ 7.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	10.00@11.00	10.00@11.00	11.00@13.00	11.00@12.00
Good	8.50@10.00	8.50@10.00	9.00@11.00	10.00@11.00
Medium	7.00@ 8.00	7.00@ 8.50	7.00@ 9.00	8.00@10.00
Common	6.00@ 7.00	5.50@ 7.00	6.50@ 7.00	7.00@ 8.00
Fresh Lamb and Mutton:				
LAMB (38 LBS. DOWN):				
Choice	16.00@17.00	15.00@16.00	16.50@17.50	16.00@17.00
Good	15.00@16.00	14.50@15.50	16.00@16.50	15.00@16.00
Medium	14.00@15.00	14.00@15.00	15.00@16.00	14.00@15.00
Common				
LAMB (39-45 LBS.):				
Choice	15.50@16.50	14.50@15.50	16.50@17.00	16.00@17.00
Good	14.50@15.50	14.00@15.00	15.50@16.50	15.00@16.00
Medium	13.50@14.50	13.50@14.50	14.50@15.50	14.00@15.00
Common				
LAMB (46-55 LBS.):				
Choice	14.50@15.50	13.00@14.50	15.50@16.50	15.50@16.00
Good	13.50@14.50	12.50@14.00	15.00@15.50	15.00@15.50
MUTTON (EWE) 70 LBS. DOWN:				
Good	7.00@ 8.00	8.00@ 9.00	8.00@ 9.50	
Medium	6.00@ 7.00	7.00@ 8.00	8.00@ 8.50	
Common	5.00@ 6.00	6.00@ 7.00		
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	13.50@14.50	14.00@14.50	14.00@16.00	14.50@15.50
10-12 lbs. av.	13.00@14.00	14.00@14.50	14.00@15.50	14.00@15.50
12-15 lbs. av.	12.50@13.50	13.00@13.50	13.50@14.50	14.00@15.00
16-22 lbs. av.	12.00@12.50	11.00@12.50	12.50@14.00	14.00@14.50
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	10.00@11.00		10.50@12.00	12.00@13.00
PICNICS:				
6-8 lbs. av.		10.50@11.00		
BUTTS, BOSTON STYLE:				
4-5 lbs. av.	12.00@13.00		12.50@14.50	13.00@14.50

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

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NEW YORK, N. Y.

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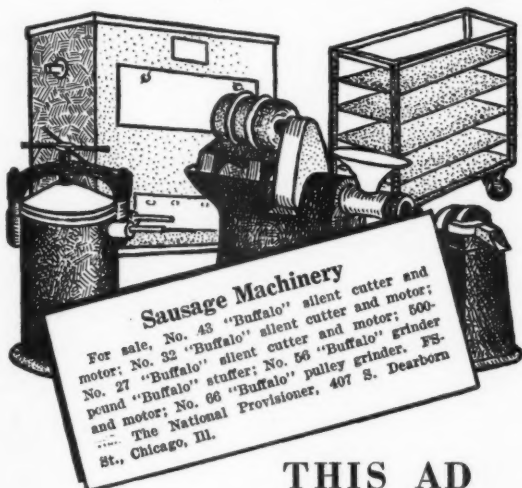
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NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	@5.65
Cows, common to medium	3.00 @ 3.50
Bulls, common to medium	2.75 @ 3.50

LIVE CALVES.

Vealers, good to choice	\$ 7.00 @ 8.00
Vealers, medium	4.50 @ 6.50
Vealers, common	2.50 @ 4.00

LIVE LAMBS.

Lambs, good to choice	@10.15
Lambs, medium	8.00 @ 9.50
Ewes	2.25 @ 5.25

LIVE HOGS.

Hogs, 182 lbs.	@5.15
Hogs, 245 lbs.	@ 4.75
Hogs, heavy	@ 4.20

DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	\$10.50 @ 10.75
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DRESSED BEEF.

Choice, native, heavy	10 1/2 @ 11 1/2
Choice, native, light	11 @ 12
Native, common to fair	9 1/2 @ 10 1/2

WESTERN DRESSED BEEF.

Native steers, 600 @ 800 lbs.	10 @ 11
Native choice yearlings, 440 @ 600 lbs.	10 1/2 @ 11 1/2
Good to choice heifers	9 @ 10
Good to choice cows	7 @ 8
Common to fair cows	6 @ 7
Fresh bologna bulls	6 @ 7

BEEF CUTS.

	Western.	City.
No. 1 ribs	14 @ 16	15 @ 17
No. 2 ribs	13 @ 14	14 @ 15
No. 3 ribs	10 @ 12	12 @ 13
No. 1 loins	17 @ 21	20 @ 22
No. 2 loins	14 @ 18	16 @ 18
No. 3 loins	10 @ 12	12 @ 14
No. 1 hinds and ribs	11 @ 15	12 @ 15
No. 2 hinds and ribs	10 @ 11	10 1/2 @ 12
No. 1 rounds	9 @ 10	9 1/2 @ 10
No. 2 rounds	8 @ 9	8 1/2 @ 9
No. 3 rounds	7 1/2 @ 8	7 1/2 @ 8
No. 1 chuck	8 @ 9	8 @ 9
No. 2 chuck	7 @ 7 1/2	7 @ 7 1/2
No. 3 chuck	6 @ 6 1/2	6 @ 6 1/2
Bolognas	6 1/2 @ 7 1/2	7 @ 8
Rolls, reg. 6 @ 8 lbs. avg.	22 @ 23	22 @ 23
Rolls, reg. 4 @ 6 lbs. avg.	17 @ 18	17 @ 18
Tenderloins, 4 @ 6 lbs. avg.	20 @ 20	20 @ 20
Tenderloins, 5 @ 6 lbs. avg.	20 @ 20	20 @ 20
Shoulder clods	11 @ 12	11 @ 12

DRESSED VEAL.

Good	11 @ 13
Medium	10 @ 11
Common	7 @ 9

DRESSED SHEEP AND LAMBS.

Lambs, prime to choice	16 1/2 @ 17
Lambs, good	15 1/2 @ 16 1/2
Lambs, medium	15 @ 15 1/2
Sheep, good	7 @ 8
Sheep, medium	5 @ 6

FRESH PORK CUTS.

Pork loins, fresh, Western, 10 @ 12 lbs.	15 @ 16
Pork tenderloins, fresh	23 @ 24
Pork tenderloins, frozen	20 @ 21
Shoulders, Western, 10 @ 12 lbs. avg.	11 1/2 @ 12
Butts, boneless, Western	13 @ 14
Butts, regular, Western	13 @ 14
Hams, Western, fresh, 10 @ 12 lbs. avg.	13 1/2 @ 14
Picnic hams, Western, fresh, 6 @ 8 lbs.	9 @ 10
Pork trimmings, extra lean	12 @ 13
Pork trimmings, regular 50% lean	8 @ 9
Spareribs	10 @ 11

SMOKED MEATS.

Hams, 8 @ 12 lbs. avg.	15 @ 16
Hams, 10 @ 12 lbs. avg.	15 @ 16
Hams, 12 @ 14 lbs. avg.	15 @ 16
Picnics, 4 @ 6 lbs. avg.	11 @ 12
Picnics, 6 @ 8 lbs. avg.	11 @ 12
City pickled bellies, 8 @ 12 lbs. avg.	15 @ 16
Bacon, boneless, Western	17 @ 18
Bacon, boneless, city	16 @ 17
Rollettes, 8 @ 10 lbs. avg.	15 @ 16
Beef tongue, light	22 @ 25
Beef tongue, heavy	24 @ 26

FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, l. c. trm'd	30c a pound
Sweetbreads, beef	30c a pound
Sweetbreads, veal	60c a pair
Spaf kidneys	8c a pound
Mutton kidneys	10c each
Livers, beef	25c a pound
Oxtails	15c a pound
Beef hanging tenders	20c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ .75 per cwt.
Breast fat	@ 1.00 per cwt.
Edible suet	@ 1.50 per cwt.
Indible suet	@ 1.25 per cwt.

GREEN CALFSKINS.

	5-9	9 1/4-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	1.1	1.45	1.55	1.60	1.85
Prime No. 2 veals	1.10	1.30	1.40	1.45	1.60
Buttermilk No. 1	1.0	1.20	1.30	1.35	1.50
Buttermilk No. 2	1.0	1.10	1.20	1.25	1.40
Branded gruby	5	.70	.80	.85	.95
Number 3	5	.70	.80	.85	.95

BUTTER.

Creamery, extras (92 score)	@25
Creamery, firsts (91 score)	@24 1/2
Centralized (90 score)	@24 1/2

EGGS.

(Mixed Colors.)	
Special packs or henery selections	19 1/2 @ 21
Standards	18 1/2 @ 19
Firsts	17 1/2 @ 17 1/2

LIVE POULTRY.

Fowls, colored, via express	@17
Broilers, Rocks	@25
Chickens, Rocks	@19

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—	
Western, 60 to 85 lbs. to dozen, lb.	15 @ 17
Western, 48 to 64 lbs. to dozen, lb.	16 @ 18
Western, 48 to 47 lbs. to dozen, lb.	15 @ 17
Western, 36 to 42 lbs. to dozen, lb.	15 @ 17
Western, 30 to 35 lbs. to dozen, lb.	14 @ 16

Chickens—frozen—12 to box—	
Western, 60 to 85 lbs. to dozen, lb.	16 @ 22
Western, 48 to 64 lbs. to dozen, lb.	14 @ 20
Western, 48 to 47 lbs. to dozen, lb.	14 @ 19
Western, 36 to 42 lbs. to dozen, lb.	13 @ 17
Western, 30 to 35 lbs. to dozen, lb.	13 @ 17

Ducks—	
Long Island, frozen	14 1/2 @ 15 1/2
Squabs—	
White, per lb.	30 @ 40
Turkeys, frozen:	
Young toms	16 @ 25
Young hens	15 @ 23

Fowls, frozen—dry pkd.—12 to box—	
Western, 60 to 85 lbs. to dozen, lb.	13 @ 16 1/2
Western, 48 to 64 lbs. to dozen, lb.	13 @ 17 1/2
Western, 48 to 47 lbs. to dozen, lb.	13 @ 16 1/2

BUTTER AT FOUR MARKETS.

Wholesale prices of butter at Chicago, New York, Boston and Philadelphia, week ended March 9, 1934:

	Chicago	New York	Boston	Phila.
Scores 93	27-27 1/2	26 1/2	25 1/2	24 1/2
Chicago	27-27 1/2	26 1/2	25 1/2	24 1/2
New York	27-27 1/2	26 1/2	25 1/2	24 1/2
Boston	27-27 1/2	26 1/2	25 1/2	24 1/2
Phila.	27-27 1/2	26 1/2	25 1/2	24 1/2

Wholesale price carlots—fresh centralized butter—90 score at Chicago:

	Chicago	New York	Boston	Phila.
Scores 90	26 1/2	25 1/2	24 1/2	24 1/2
Chicago	26 1/2	25 1/2	24 1/2	24 1/2
New York	26 1/2	25 1/2	24 1/2	24 1/2
Boston	26 1/2	25 1/2	24 1/2	24 1/2
Phila.	26 1/2	25 1/2	24 1/2	24 1/2

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1, 1934.	1933.
Chicago	34,864	26,978	30,373	433,914	488,917
N. Y.	60,341	40,107	58,806	663,256	746,359
Boston	21,732	18,540	17,764	214,280	208,316
Phila.	27,032	20,858	23,280	239,886	254,070

Total 143,969 115,463 130,292 1,551,346 1,697,662

Cold storage movement (lbs.):

	In Mar. 8.	Out Mar. 8.	On hand Mar. 9.	Same week day last year.
Chicago	27,184	517,878	8,337,805	3,767,996
N. Y.	51,830	130,511	3,671,794	1,466,145
Boston	33,113	646,510	192,126	917,839
Phila.	21,090	6,534	376,857	917,839
Total	100,614	688,036	13,032,766	6,344,206

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports:	
March to June inclusive	@25.00
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@nom.
Blood, dried, 10% per unit	@ 3.25
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	3.00 @ 10c
Fish meal, foreign, 11 1/2% ammonia, 10% B. P. L.	37.00 ton
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. Del'd Balt. & Norfolk	3.00 @ 50c
Soda nitrate, per net ton, March to June	@ 24.50
in 200-lb. bags	@ 26.30
in 100-lb. bags	@ 27.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.75 @ 10c
Tankage, unground, 9 @ 10% ammonia	2.65 @ 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f.	@ 25.00
Bone meal, raw, South American, 4 1/2 and 50 bags, per ton, c.i.f.	@ 23.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 8.00
Potash.	
Manure salt, 30% bulk, per ton	@ 19.15
Kainit, 14% bulk, per ton	@ 9.70
Muriate in bags, per ton	@ 37.15
Sulphate in bags, per ton	@ 42.15
Dry Rendered Tankage.	
50% unground	@ .55
60% ground	@ .57 1/2

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 65.00
Black or striped hoofs, per ton, c.i.f.	45.00 @ 50.00
White hoofs, per ton, c.i.f.	@ 100.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 200.00

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended March 10, 1934, with comparisons:

	Week ended March 10.	Prev. week.	Cor. week, 1933.
West. drsd. meats:			
Steers, carcasses	7,659	9,920	6,891
Cows, carcasses	738	607	738
Bulls, carcasses	263	246	230
Veals, carcasses	11,939	10,045	10,743
Lambs, carcasses	32,892	33,516	28,542
Mutton, carcasses	1,759	2,206	1,217
Beef cuts, lbs.	474,011	462,203	362,507
Pork cuts, lbs.	2,246,018	2,934,724	2,068,945
Local slaughters:			
Cattle	8,663	9,435	7,961
Calves	13,847	13,370	9,978
Hogs	40,469	48,354	40,729
Sheep	46,656	52,777	60,608

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended March 10, 1934:

	Week ended March 10.	Prev. week.	Cor. week, 1933.
West. drsd. meats:			
Steers, carcasses	2,031	2,413	1,944
Cows, carcasses	811	752	1,114
Bulls, carcasses	535	413	271
Veals, carcasses	1,690	1,586	1,312
Lambs, carcasses	8,488	11,253	13,562
Mutton, carcasses	258	726	425
Pork, lbs.	470,007	488,619	598,106
Local slaughters:			
Cattle	1,598	1,720	2,023
Calves	3,182	2,976	2,419
Hogs	14,638	16,489	14,533
Sheep	4,217	5,263	5,834

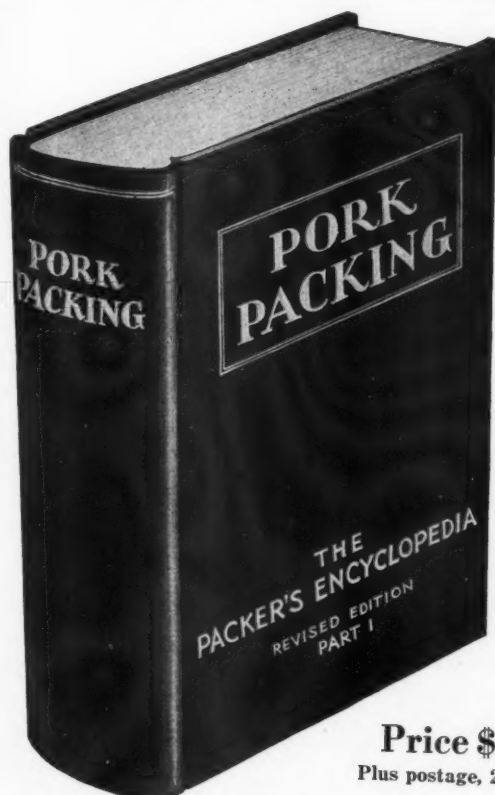
BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended March 10, 1934, with comparisons:

	Week ended March 10.	Prev. week.	Cor. week, 1933.
West. drsd. meats:			
Steers, carcasses	2,818	3,015	2,373
Cows, carcasses	1,777	1,779	1,953
Bulls, carcasses	43	27	40
Veals, carcasses	1,646	886	834
Lambs, carcasses	16,574	15,200	19,579
Mutton, carcasses	280	573	898
Pork, lbs.	277,858	276,698	414,942

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Chapter XIV: Stuffing the casings—Handling large sausages—Use of cookers and vats—Avoiding mold and discoloration—Trimming—Curing—Mixing—Chopping and stuffing—Casings—Surface mold—Dry sausage—Sausage cost accounting—Sausage formulas—Manufacturing instructions—Container specifications—Preparing boiled hams—Making baked hams.

Am I getting the highest possible yields from products?

Are all my operations as efficient as they could be?

♦ ♦ ♦

Utilizing the hog carcass to best advantage is a day-to-day problem. Only by studying markets and checking against tests of the best experience can profitable results be secured in daily plant operation.

This book is designed to show the pork packer how to operate to best advantage. It is a "test book" rather than a "text book." Figuring tests is emphasized and important factors in operation in all departments are discussed. (See chapter headings.)

It is NOT an academic presentation of the routine of pork packing. It IS a practical discussion of best methods for getting results, *backed up by test figures*, which every alert pork packer needs and should have.

CHAPTER HEADINGS

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| I—Hog Buying | XI—Curing Pork Meats |
| II—Hog Killing | XII—Soaking and Smoking Meats |
| III—Handling Fancy Meats | XIII—Packing Fancy Meats |
| IV—Chilling and Refrigeration | XIV—Sausage and Cooked Meats |
| V—Pork Cutting | XV—Rendering Inedible Products |
| VI—Pork Trimming | XVI—Labor and Cost Distribution |
| VII—Hog Cutting Tests | XVII—Merchandising |
| VIII—Making and Converting Pork Cuts | |
| IX—Lard Manufacture | |
| X—Provision Trading Rules | |

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Week ending March 17, 1934

Page 49

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Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

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Working Sausage Foreman

A-1 sausagemaker wishes permanent position with reliable house. Twenty years' experience on all kinds of sausage; also curing hams and bacon and hog killing and cutting. Knows costs, can handle men and is capable of supervising medium or small packinghouse. Excellent references. W-515, The National Provisioner, 407 S. Dearborn St., Chicago.

Salesman

Salesman acquainted with south Georgia and Florida trade desires position as car route salesman for this territory. Twenty years' packinghouse selling experience; especially trained in beef selling. Now employed; desire change where past experience and ability can be used to better advantage. W-516, The National Provisioner, 407 S. Dearborn St., Chicago.

First-Class Sausagemaker

First-class sausagemaker desires steady position. Guarantee first-class, uniform quality product at low cost. Not afraid of work. Will go anywhere, large or small plant. Results guaranteed. W-517, The National Provisioner, 300 Madison Ave., New York City.

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Now available, sausagemaker with 30 years' experience. First-class references. Western states preferred. Correspondence solicited. W-518, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

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Position wanted by sausagemaker experienced on all kinds of sausage, meat loaves, specialties and baked or boiled hams. Can handle help and produce at lowest cost. Graduate of Fleischers school at Cologne, Germany. Now employed at one of America's leading sausage houses. W-519, The National Provisioner, 407 S. Dearborn St., Chicago.

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Wanted, position as superintendent, or will act in advisory capacity. Are you having trouble with your products? Production costs too high? Trouble of any kind? Will go to your plant for any length of time and eliminate those troubles. Practical experience for 30 years. Give me an opportunity to help you. F. Brown, 670 N. 32nd St., East St. Louis, Illinois.

Working Sausage Foreman

Position wanted by first-class sausagemaker with several years' experience manufacturing all kinds of sausage, both United States and abroad. Age, 33. References. Will go anywhere. W-509, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Men Wanted

Casing Salesman

Man with good sales record and acquainted with principal trade in New England, Pennsylvania and adjacent territory wanted by old established casing house. Furnish full particulars in first letter. Replies treated strictly confidential. W-508, The National Provisioner, 300 Madison Ave., New York City.

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CLOVES

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For sale in great hog producing region, well-equipped packing plant, operating under federal inspection. Annual capacity: 25,000 hogs, 2,500 cattle. Grounds, 6 acres. All livestock secured locally. Sealed bids received to noon, March 19, by Arthur Allinger, Trustee, Sidney, Ohio. Rights reserved to reject bids.

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Packinghouse Equipment

For sale, Lard Rolls; Meat Mixers; Cutters; Grinders; Melters; Cookers; Rendering Tanks; Hammer Mills; Disintegrators; Kettles; Filter Presses; Ice Machines; Boilers; Pumps; etc. Send us your inquiry. What machinery have you for sale? CONSOLIDATED PRODUCTS CO., INC. 14-19 Park Row, New York City

Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

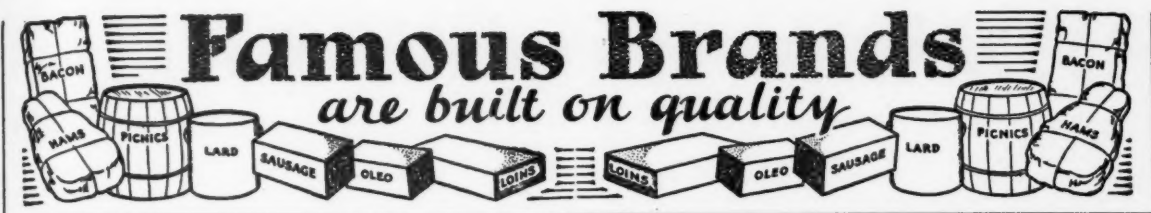
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For sale at extremely low prices, following rebuilt sausage machines with guarantee of new machines:

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- 1 No. 38 "Buffalo" silent cutter and motor.
- 1 No. 27 "Buffalo" silent cutter and motor.
- 1 No. 56-B "Buffalo" grinder with tight and loose pulleys.
- 1 500-lb. "Buffalo" stuffer.
- 1 400-lb. Randall stuffer.
- 1 700-lb. "Buffalo" mixer and motor.
- 1 300-lb. Hottmann cutter, less motor.

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Veal

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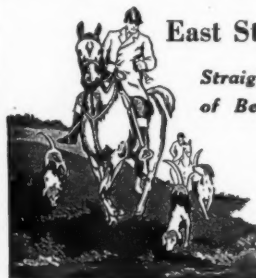
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